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THE JEWELERS' CIRCULAR
AND HOROLOGICAL REVIEW.
AND THE JEWELERS' WEEKLY. CONSOLIDATED

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THE JEWELERS' CIRCULAR PUB. CO.

Corbin Building, 11 John St., Corner Broadway, New York.

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31ST YEAR. NEW YORK, WEDNESDAY, FEBRUARY 21, 1900. VOL. XL. No. 4.

THE SILVERSMITH'S ART IN THE SIXTEENTH CENTURY.

ONE of the most beautiful and elaborate pieces of ancient silversmithing in the United States at the present time is a magnificent Italian plateau, here illustrated, which is the property of the Gorham Mfg. Co., New York. This piece has been on exhibition in the Metropolitan Museum of Art and also at several affairs for philanthropic purposes. The plateau, as will be seen from the illustration, is most elaborate in decoration, showing repoussé work and chasing. It is, without doubt, Italian in its origin, and probably was made toward the end of the 16th century. The owner is thought to have been Don Antoine II., Chevalier of the order of Toison d'Or (1607), who died in 1631. The border is ornamented with female busts, masks and cupids holding festoons of flowers, while in the center is a scene representing a sacrifice to Diana, worked in high relief. The handles, which are formed of cupids holding garlands of flowers, are undoubtedly of a later date than the plateau itself, and are probably of French origin and were added to the piece some years after its manufacture. These handles show beautifully modeled cherubs supporting the arms of Muncada and Aragon. The piece is from the San Donato and Secretan sales.

The information regarding this work of art is furnished to THE CIRCULAR-WEEKLY by J. H. Buck, expert in the silversmith's art, with the Gorham Mfg. Co.

The men who like to carry around unmounted gems in their pockets may be interested in the statement that this was the particular fancy of no less a person than the great art critic, John Ruskin. It is told that he habitually carried fine or rare loose stones in his pockets because he liked to have them about him and to be able to take them out and delight himself at will with their beauty.

A FINE SPECIMEN OF ITALIAN SILVERSMITHING OF THE LATTER PART OF THE 16TH CENTURY.

The Kimberley Mines

cannot produce gems brighter than those to be found in our **Brooches** and **Belt Buckles.** Our line of these is larger and finer than any other line which is shown. The prices are lower.

BRACELETS.

No. 375-1603 Sterling.
No. 368-1599 Gold-Filled.

Leading Society Ladies now wear Bracelets at all fashionable gatherings. We make Bracelets of all kinds and sizes suitable for any occasion and the quality is fully guaranteed. In Sterling Silver and Gold-Filled.

No. 1674.

Gentlemen of Culture and good taste wear our Lockets. They resemble a solid gold locket in appearance, and the finish both inside and outside is superior to any other locket made. The quality is our very best **gold-filled** stock, and is fully guaranteed. We have them in all shapes and sizes, both plain and engraved, and some set with stones.

We will tell you about our **Chains** next time.

Theodore W. Foster & Bro. Co.,

Manufacturing Jewelers and Silversmiths,
100 Richmond Street,
Providence, R. I., U. S. A.

Successors to
FOSTER & BAILEY.

"OMEGA" WATCHES.

NONE BETTER MADE. OVER 1,000,000 IN USE.

GOOD SELLERS EVERY DAY IN THE YEAR.

Pendant Set. 12, 14 and 16 Size.
Made in Gun Metal, Silver, Gold-Filled and Solid Gold Cases.

Place your orders early in the year for these watches and avoid later on the embarrassment of delay that you experienced last season.

We will accept orders and deliver WHEN you wish them.

These watches are sold only to the legitimate trade.

No prices advertised in any journal.

Made in 00 size.
" " 0 size.
" " 12 size.
" " 16 size.

Edmond E. Robert, 3 Maiden Lane, N. Y.;
Cross & Beguelin, 17 Maiden Lane, N. Y.,
SOLE SELLING AGENTS.

Send for Price-List.

Mechanical Devices.

L. C. REISNER & CO.,

Experts in Jewelers', Watchmakers', Dentists', Engravers' and Die-Sinkers' Tools.

It would be impossible to designate a class of men whose sciences have been productive of greater material benefit to the community than the expert watchmaker and machinist. The work they do has been of a character which cannot be overestimated. It is to their skillful and intelligent efforts that there is attributable the introduction of improved machinery of all kinds. This has led to a reduction in the cost of production and the consequent lowering of prices to consumers. And not this alone, for while the prices have fallen the quality of the goods has steadily been advanced. This is especially true in regard to uniformity and quality, as well as superiority. For all high-grade work there are various indispensable appliances and devices, either separate and distinct from special machines or used with them. We feel that we handle goods of the very highest grade, and we offer an extensive and exceedingly comprehensive stock, which embraces jewelers', watchmakers', dentists', engravers' and die-sinkers' tools and materials. Practical men will note the fact that the articles enumerated are such as call for the highest degree of accuracy and perfection of finish. We are also dealers in American, English and Swiss files, screw plates, with taps, round and square draw plates, steel wire, drills, emery paper, Bunsen burners, crucibles, blowpipes, melting furnaces, tweezers, saws, and gold and silver solder. We have always ready for immediate service polishing lathes, rouge and tripoli and ball-bearing foot wheels. We are also sole agents for the Lancaster Special lathe, which we feel certain has no equal, price considered.

Interested parties will find it greatly to their advantage to call on or address us, and will also find that all inquiries are answered honestly or the money will be refunded. Our line of watch materials probably has no equal under any single roof in this country, our location compelling us to carry as nearly complete a line as is possible.

L. C. REISNER & CO.,

Importers, Exporters, Manufacturers and Jobbers
Watchmakers' Tools, Material and Supplies,

11 Chestnut St., Lancaster, Pa. 706 Chestnut St., Philadelphia, Pa.

The Krementz One-Piece

Guarantee.
If from ANY CAUSE one should be damaged, either in the hands of the dealer or consumer, a new button will be given in exchange.
Extract from Label.
Copyright, 1899.

Patented and Patent Sustained by U. S. Supreme Court

THE STANDARD AMERICAN COLLAR BUTTON

IT IS NOW BECOMING THE STANDARD
OF THE CIVILIZED WORLD

The following figures will give some idea of how highly **Krementz One-Piece Collar Buttons** are appreciated by the public :

Average production last year, about **6,000** for every working day.

Business in this country and Canada during twelve months just past, nearly **one and one-half millions** of collar buttons.

Business in Europe, for same period, nearly **two hundred thousand** collar buttons.

THERE ARE JUST 3 JUST REASONS

1st, Collar Button Quality—HIGHEST.
2d, Collar Button Comfort—BEST.
3d, Collar Button Insurance—SURE.

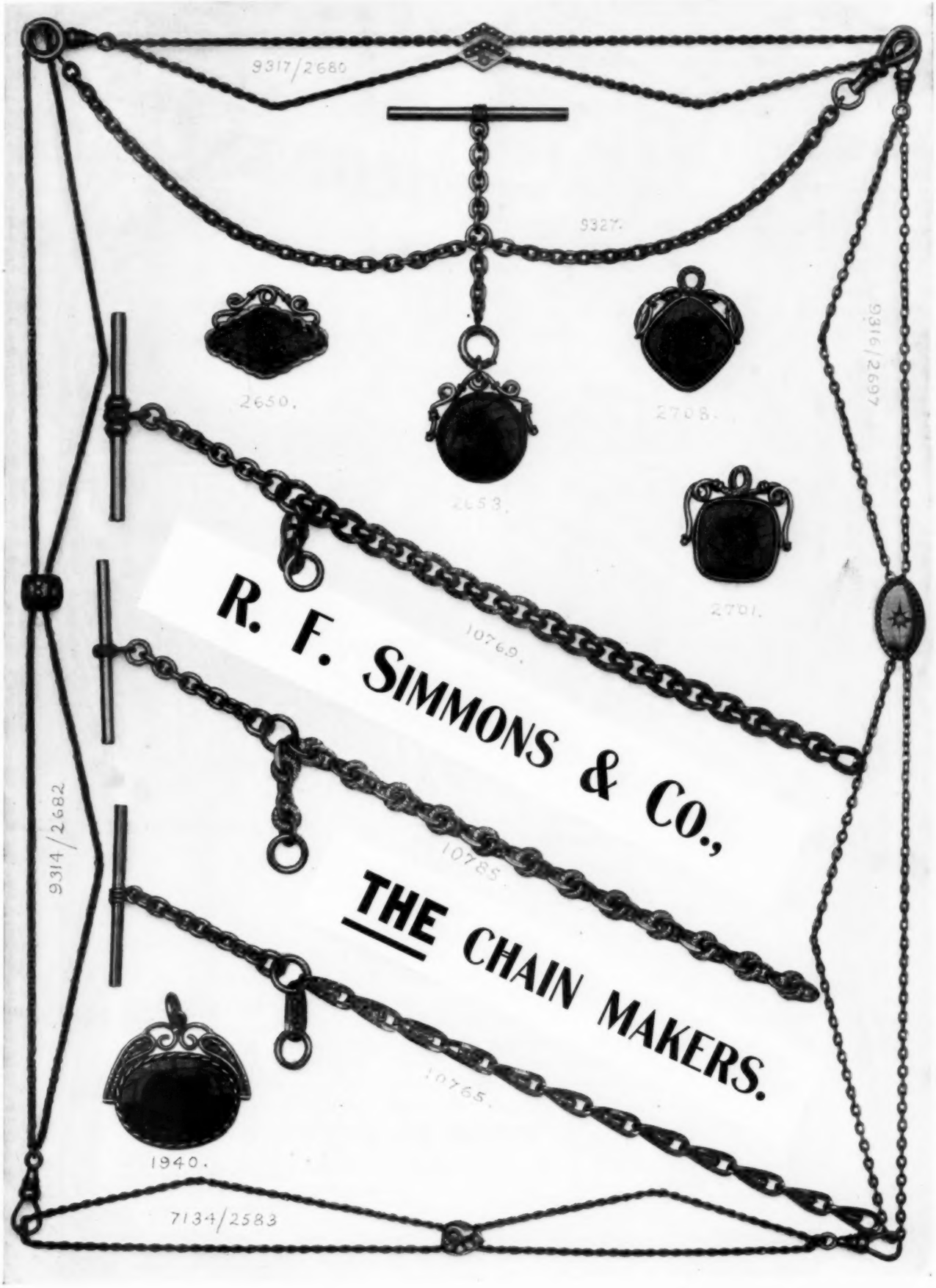
People will buy most freely and pay a profit for **THE BEST** if given the opportunity.

Why not get into line?

KREMENTZ & CO.,

49 Chestnut Street,
NEWARK, N. J.

PARKS BROS. & ROGERS,
20 Maiden Lane, New York.
Selling Agents to Jobbing Trade.


9317/2680
9327.
9316/2697
2650.
2708.
2653.
2701.
10769.
R. F. SIMMONS & Co.,
THE CHAIN MAKERS.
10785.
9314/2682
10765.
1940.
7134/2583

"1835—R. WALLACE"

Silver-plated flatware has now been on the market three years and in that time proven a remarkable success.

GRACE AND BEAUTY OF DESIGN,
HIGH DEGREE OF WORKMANSHIP,
EXCELLENCE OF FINISH.

These three qualities, together with the unequaled wearing qualities, are to what is credited this success.

Dealers who have for many years handled other makes exclusively, and who at first only tried a sample order, have almost without exception reordered for their stock and made them their staple patterns.

We have now in complete lines the following patterns: KINGS, JOAN, VIRGINIA, ASTORIA and STUART, in fancy patterns; the WINDSOR, TIPPED, SHELL and FIDDLE, in plain patterns. Made in Extra, Sectional and Triple plates.

Dealers who sell Silver-plated flatware and who have not these patterns represented in their stock should write us for catalogue and discounts.

120 Sutter St., SAN FRANCISCO.
226 Fifth Ave., NEW YORK.
109 Wabash Ave., CHICAGO.

R. WALLACE & SONS MFG. CO.,
SILVERSMITHS,
WALLINGFORD, CONN.

FRESBREY ADV. AGENCY N.Y.

JEWELRY IN ITALY.

Prepared for THE JEWELERS' CIRCULAR-WEEKLY *by the Philadelphia Commercial Museum's Press Correspondence Department.*

THE Italian markets have to a large extent been neglected by American manufacturers and exporters, and especially is this true as regards the jewelry trade. A very great drawback to the increase of our foreign trade is the deplorable fact that American manufacturers do not, seemingly, care to study the requirements of the foreign markets they wish to enter. It is well known that the Italian masses are inordinately fond of cheap and gaudy jewelry, and to this trade the Germans and Swiss cater with great success.

Generally speaking, manufacturing is not carried on to such an extent as to meet the requirements of the home demands, and this is especially so as regards jewelry; therefore, in many kinds of manufactured goods Italy depends largely upon importation from abroad. A country so immensely rich in natural resources and so advantageously placed on the chart of Europe as is Italy, would, therefore, seem to deserve far more attention from American manufacturers than it receives. The present imports of jewelry from the United States by Italy, while they are very small, still show that American jewelry is well received and that by paying a little more attention to the Italian taste, which is for jewelry finished in the most gorgeous style and calculated to attract attention, a much larger trade can readily be built up.

In 1898 the total importation of gold and silver jewelry into Italy was to the value of $1,352,245, and the share obtained of this trade by the United States was less than $10,000. In 1899 our share is estimated to have increased to about $15,000, but statistics are not as yet available. The following figures will give an idea of the share obtained by each of the countries competing in 1898:

Gold Jewelry (exclusive of chains).

Germany	$542,014
Switzerland	153,218
France	39,831
Austro-Hungary	12,070
United States	6,106
Other countries	7,100

Gold Chains.—Detailed statistics are not available, but it is known that the total importations were to the value of $447,512, and that the most of it was from Germany and France. About $3,500 worth came from the United States.

Silver Jewelry.

Germany	$97,868
Switzerland	31,347
France	12,212
Other countries	2,967

These statistics show clearly that the imports from the United States are not what they should be, and that they are almost solely the results of unsolicited orders by the Italian importers and are not due to the efforts of the American manufacturer to gain the trade. German, French, Swiss and Austro-Hungarian merchants long ago established agencies in Italy, and, as a result, are doing an ever-increasing business, and it is certain that agencies established by American houses would meet with the same success. The conditions for the introduction of American jewelry would be highly favorable, if the system of sending not only catalogues but samples to reliable agents for inspection (as is done by the European manufacturers) be adopted. When American products are once introduced in Italian markets and are well known and appreciated, they rarely fail to command the preference over others, chiefly on account of their superior quality.

The jewelry trade is largely transacted in Naples, one of the most important trade centers of the Italian Kingdom, and it would be advisable for American manufacturers, desirous of enlarging their trade, to enter into correspondence with the leading jewelry houses in that city, such as:

Louis Wagner & Co., Piazza Municipio 48.

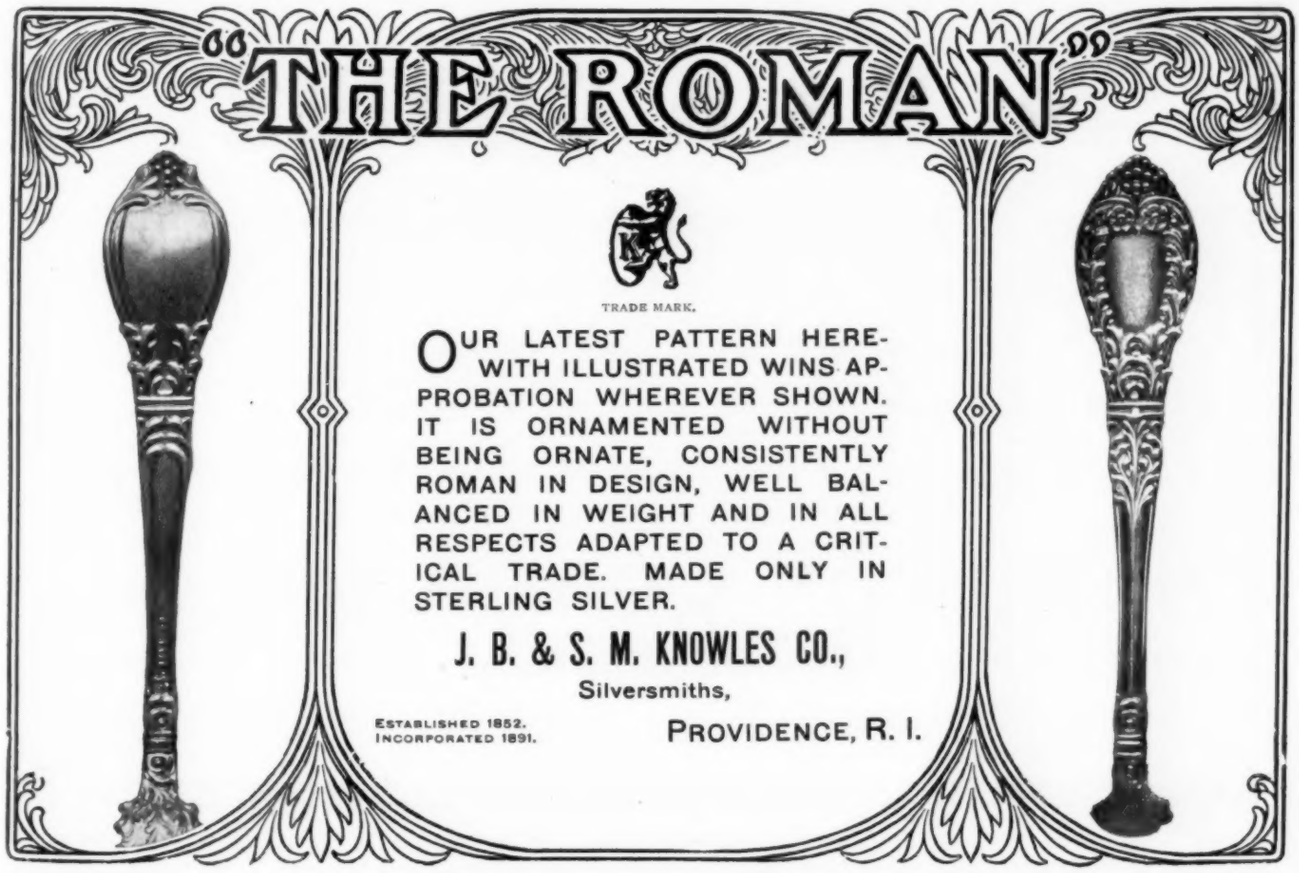
Auguste Mottu, Via S. Brigida 37.

Wildemann & Schober, Via Municipio 35.

Bolognese & Rothacker, Piazza Municipio 4.

The prevailing freight rates to Naples are: $6 and 5 per cent primage per 2,240 pounds, or 40 cubic feet, ship's option.

There are adequate shipping facilities to that port from New York, and the New York agents for the different lines are: Barber & Co., Produce Exchange; Henderson Bros., 7 Bowling Green; Phelps Bros. & Co., 11 Bowling Green; Oelrichs & Co., 2 Bowling Green; John C. Seager & Co., Produce Exchange.



Promise and Performance.

It doesn't amount to much to always promise and never perform. Anyone can promise. Nothing ever attains confidence in this world except that which is attended by honesty and truth. Substantial growth and good reputation are inseparable from these.

The success for 30 years of the

★ H & H CHAINS

has been from telling the truth about quality and filling orders promptly. It doesn't amount to much to say we know it will pay you, but it does amount to considerable to you to know you will get exactly what you pay for.

"Busiest Jewelry Plant in 45 States."

HAMILTON & HAMILTON, JR.

NEW YORK: 11 John Street. **PROVIDENCE, R. I.** SAN FRANCISCO: Claus Spreckles Bldg.

CHICAGO: Stewart Bldg. LONDON OFFICE 94 Hatton Garden.

Enjoyable Annual Meeting and Banquet of Bostonians and Their Guests.

BOSTON, Mass., Feb. 13.—The annual meeting and dinner of the Boston Jewelers' Club was held this evening at Young's hotel, and the officers of the club for the ensuing year were elected as follows: President, Henry W. Patterson; vice-president, Arthur H. Pray; secretary and treasurer, William A. Thompson; directors, Edward A. Bigelow, John B. Humphrey and H. B. Burnham. There were present: Henry W. Patterson, Arthur H. Pray, David C. Percival, Charles O. Lawton, John B. Humphrey, Edwin Passmore, Edward A. Bigelow, William S. Tiffany, Alfred Barker, H. B. Burnham, E. J. Boyce, William A. Thompson and James S. Blake and an equally social and congenial company, numbering a round dozen, is rarely brought together around the festal board.

The evening after the business meeting was over was pleasantly passed in discussing the menu, and among the toasts drank with greatest zest was the one proposed to the health of the club's convalescing ex-president, Charles Harwood, now recovering from a long illness. The board of directors are new members of the official family, but the other officers were re-elected.

Legislation Against "Fire Sales" in the District of Columbia.

WASHINGTON, D. C., Feb. 10.—At a recent meeting of the committee on mercantile interests of the Board of Trade it was decided to ask Congress to prohibit fictitious "fire sales" and alleged "auction sales" in the District of Columbia. The 17 members present were a unit that while bona fide auctions are no benefit to legitimate trade they must be endured under proper regulations, yet the public is victimized and swindled and merchants generally suffer through alleged "sacrifice sales."

A sub-committee was also appointed to take steps toward preventing the advertisement of such sales, and to this end secure the co-operation of the business men and others of Washington. The merchants agreed that without advertising the backers of such enterprises would find few customers and would be correspondingly discouraged.

Barre Bros. Buy Out the Bankrupt Stock of J. B. Williamson.

HALIFAX, N. S., Feb. 14.—Barre Bros., this city, have just purchased the entire stock of jewelry of the insolvent firm of J. B. Williamson, Montreal. The inventory value of the stock was placed at $32,000 and the price paid by Barre Bros. was 37½ cents on the dollar. The stock carried by Mr. Williamson was one of the best and most extensive in Montreal in that line, and the store was one of the most attractive in that city.

A member of Barre Bros. has been in Montreal for several weeks in connection with the purchase. Most of the goods will be forwarded to Halifax and offered for sale in their store here.

OTTO K. TREIBS. PAUL E. TREIBS.

TREIBS BROS.,

68 Nassau St., New York.

139 Mathewson St., Providence, R. I.

CUTTERS AND IMPORTERS OF

Opals.

F. E. TREIBS,

Oberstein, Germany.

ESTABLISHED 1842.

HERMANN TREIBS. ALBERT TREIBS.
EMIL TREIBS.

17 RUE DU TRANSVAAL, ANTWERP.

Vrieslander & Moreels,

Commission Merchants and Brokers.

We buy Rough. Cut and Polish for One Per Cent Commission.

CABLE ADDRESS: "CELINE," ANVERS.

BEST NEW YORK REFERENCE.
CORRESPONDENCE SOLICITED.

Write for our Weekly Letter.

WE CALL YOUR SPECIAL ATTENTION TO OUR STOCK OF

Diamonds, Pearls and Precious Stones,

Gold and Gold-Filled Watch Cases and Movements

OF ALL MAKES, AS WELL AS A FULL LINE OF

Complete Ladies' Watches and High-Grade Howard Watches.

Oppenheimer Bros. & Veith,

Importers and Cutters of Diamonds and Dealers in Watches,

AMSTERDAM: 2 Tulp Straat.
LONDON: 10 Hatton Garden.

Corner Nassau and John Sts., New York.

DIAMONDS.

Wm. S. Hedges & Co.,

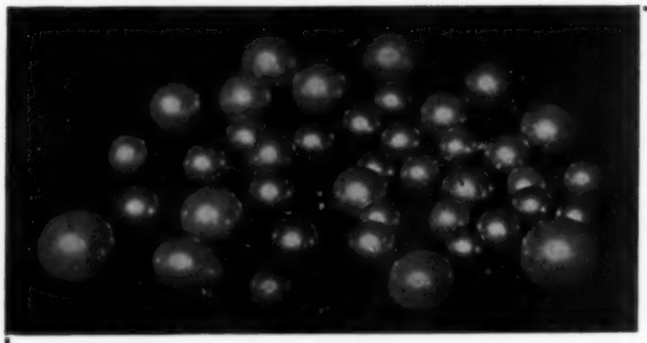
IMPORTERS OF

Diamonds and other Precious Stones.

DIAMOND JEWELRY.

170 Broadway, New York.

26 Holborn Viaduct, London.



"The Pearl House."

We have no salesmen; call or write.

EISENMANN BROS.,

PARIS, 3 Rue St. Georges. 21 & 23 MAIDEN LANE, NEW YORK.

1900. **Everybody Happy!**

THE RETAIL TRADE

should hasten to replenish their stock of

The "Bryant" Rings.

than which nothing is more sure of sale.

DON'T WAIT FOR OUR TRAVELERS, BUT SEND AT ONCE TO

M. B. BRYANT & CO.,

10 MAIDEN LANE, NEW YORK.

PATEK, PHILIPPE & CO., GENEVA, SWITZERLAND,

MAKERS IN THE HIGHEST QUALITY OF

Fine, Plain, Complicated And Decorated Watches

IN 15 DIFFERENT SIZES. INTERCHANGEABLE PARTS.

NEW YORK OFFICE, 68 NASSAU ST. ALFRED G. STEIN, Representative.

The Men Who Robbed Rodgers & Krull Still at Large.

LOUISVILLE, Ky., Feb. 15.—To date the detectives have secured no information that would lead to the arrest of the two men who victimized the jewelry establishment of Rodgers & Krull of about $2,000 worth of goods last Friday afternoon. The officers say no attempt has yet been made to sell any of the rings. It is not believed the two men have left the city, so their capture may yet be effected.

The day of the robbery was the day of the formal opening of the store, and there were many customers and lookers-on on hand, which fact was to the benefit of the thieves. Mr. Rodgers is able to give a complete description of the man with whom he was conversing, though the other man, who remained near the door, could not be known so easily if seen again. However, the latter wore a false beard, it is thought, making him look much older than he really is. The first man was about 30 years of age and clean shaven. Both men were well dressed. Mr. Rodgers was standing behind the second counter on the left hand side when the men entered. A half dozen ladies were at different points viewing the various displays. The man who first entered the door advanced and began talking to Mr. Rodgers. He asked several questions as to prices of certain pieces of jewelry. Meanwhile the second man, wearing the heavy beard, had made his way to the front window, where diamond rings were arranged on a tray. The man talking to Mr. Rodgers after 10 minutes' chat said good evening and stated he would call again. He joined his companion and the two left the place. Shortly after their departure Mr. Krull returned from lunch and took his place behind the counter. Two lady customers asked to be shown some diamond rings. Upon going to the front window to secure the tray Mr. Krull found it absent. It was a matter of but a few moments when the loss was discovered.

American Jewelry Salesman Arrested in Mexico.

DURANGO, Mex., Feb. 9.—Word has reached here from Mazatlan, a Pacific coast port, located immediately south of here, that Thomas G. Rankell, an American jewelry and diamond salesman, has been arrested there on the charge of plying his vocation without a license. He was arrested over two weeks ago and is still in jail awaiting trial. Mr. Rankell represents a Chicago house and had been making a trip through Mexico in the interest of his firm. He was here about a month ago and left for Mazatlan by the overland route across the Sierra Madres. He had intended making a trip up the coast to Guaymas.

H. C. Risse, El Reno, Okla., has given a chattel mortgage on a safe for $100.

TRADE MARK

"Watch Our Ads."

THE MAUSER MFG. COMPANY,

SILVERSMITHS,

15th St., bet. Broadway and Fifth Ave., New York.

Importations at the Port of New York.

Weeks Ended Feb. 17, 1899, and Feb. 16, 1900.

	1899.	1900.
China, Glass and Earthen Ware:		
China	$38,951	$35,583
Earthen ware	10,307	30,301
Glass ware	13,049	14,795
Instruments:		
Musical	9,137	9,699
Optical	7,039	8,069
Philosophical	2,104	193
Jewelry, etc.:		
Jewelry	14,710	16,974
Precious stones	246,441	166,982
Watches	15,646	15,318
Metals, etc.:		
Bronzes	1,212	619
Cutlery	18,926	27,285
Dutch metal	4,234	2,536
Plated ware	326	834
Platina	46,390	9,574
Silver ware	1,284	1,313
Miscellaneous:		
Alabaster ornaments	88	1,970
Amber	.....	.....
Beads	3,117	4,619
Clocks	1,171	3,476
Fans	9,396	8,366
Fancy goods	3,092	5,905
Ivory	2,617	402
Ivory, manufactures of	129	644
Marble, manufactures of	1,255	10,031
Statuary	239	2,313

Interesting Case Bearing Upon the Sending of Goods on Memorandum.

CLEVELAND, O., Feb. 17.—A case on trial in Common Pleas Court this week was that of Moritz Kollender, dealer in diamonds, New York, against Abraham Jacobs, this city. Mr. Kollender claimed that he sent diamonds to Jacobs for examination and probable purchase on Sept. 12, 1898, and that the goods were neither returned to him nor did he receive pay for the same. Jacobs asserted that he reshipped the goods to Kollender Sept. 19, 1898, and there his responsibility ended.

Judge Dissette brought the case to a sudden end Thursday by instructing the jury to return a verdict of $443.85 for Kollender. Attorney W. S. Kerruish, who represented Jacobs, demanded a poll of the jury. All went smoothly until the name of juror George Obenauer was reached. "That is not my verdict," said Obenauer. "I think the case ought to be decided the other way." Judge Dissette stopped the polling of the jury and dismissed the juror with a severe reprimand. Attorney Kerruish announced that he would take the case to the Circuit Court. He wants to find out whether Judge Dissette had a right to take the action he did in the matter.

August H. Stecher Charged with Receiving a Stolen Chain.

MILWAUKEE, Wis., Feb. 15.—August H. Stecher, jeweler, was arrested Monday on a charge of receiving stolen goods. It is charged that he purchased a chain valued at $14, which was stolen from Richard Seidel's jewelry store. The chain was one of the articles which Frank Jones, formerly employed by Mr. Seidel, is accused of stealing. Mr. Stecher gave bail immediately, and a continuance was secured till Feb. 20. He has been in business 19 years and claims that his present trouble is the result of a misunderstanding. The chain was returned by him to Mr. Seidel.

1840. CHESTER BILLINGS & SON, 1900.
SUCCESSORS TO
RANDEL, BAREMORE & BILLINGS,
IMPORTERS OF
1840 Randel & Baremore.
1866 Randel, Baremore & Co.
1880 Randel, Baremore & Billings.
DIAMONDS
OTHER PRECIOUS STONES AND PEARLS.
58 Nassau Street,
29 Maiden Lane, NEW YORK. 22 Holborn Viaduct, LONDON, E. C.
DIAMOND JEWELRY.

SCHULZ & RUDOLPH,
....Importers and Cutters of....
..DIAMONDS.. ....AND OTHER.... PRECIOUS STONES.
SOLE AGENTS FOR THE CELEBRATED
JULES JÜRGENSEN COPENHAGEN, WATCHES AND CHRONOMETERS.
28 John and 65 Nassau St., New York.

Pearls—Rubies
GOODFRIEND BROS.,
Importers and Cutters of Precious and Imitation Stones.
9-13 Maiden Lane, N. Y.
174 Weybosset St., Providence, R. I. 10 Rue Cadet, Paris.
Lapidary Works: 93-95 William St., N. Y.
TELEPHONE, 662 CORTLANDT.

John F. Saunders, Cutter and Importer of
DIAMONDS AND OTHER PRECIOUS STONES.
FINE PEARLS A SPECIALTY.
68 Nassau St., cor. John St., Sheldon Building, Room 16, NEW YORK.

WOODS AND CHATELLIER,
GOLD AND SILVER SMITHS,
860 BROADWAY, NEW YORK. 42-46 HILL STREET, NEWARK, N. J.

AMERICAN GEM CO.,
Successors to EDWIN PASSMORE,
Precious and Semi-Precious Stones.
Odd Gems. Fine Lapidary Work.
JEWELERS' BUILDING,
373 Washington Street, BOSTON.

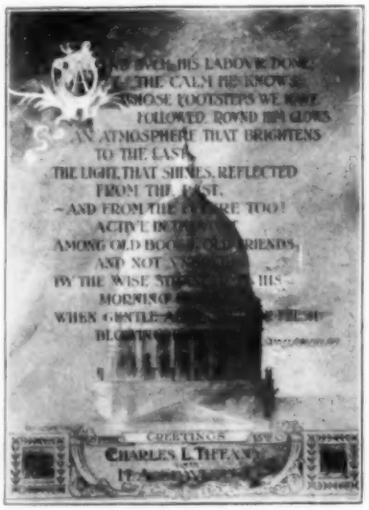
Charles L. Tiffany Remembered on His Birthday.

Charles L. Tiffany's birthday has always been an occasion celebrated by his employes, and Thursday, when he stepped into his 89th year, the day was commemorated by a friendly rivalry in floral tokens from the employes that completely blocked all thoughts of business in his office and filled the honored chief with emotion at the many expressions of affection and regard.

Mr. Tiffany has for many years, in referring to his co-laborers in the store, affectionately termed them his "boys." The "big boys," many of whom have served from 20 to 40 years with Tiffany & Co., sent an unusually large collection of American Beauty roses, while the 20 or more young "floor boys," learning of what was going on, quietly prepared a surprise on their own account, and presented a vase containing over 300 choice California violets. Another beautiful floral tribute brought in from the delivery department bore the legend, 1812—1900. Mr. Tiffany was visibly affected, and in accepting it said, with much feeling: The many expressions of good will, affection and regard that came to him to-day, made him hope, more than any other consideration, that their hearty wished for "many happy returns of the day" might be realized.

One of the most unique of the many greetings tendered to Mr. Tiffany upon his birthday was that sent by H. A. Spaulding, who for many years was connected with the house of Tiffany & Co.

In the magnificent enterprise to establish a museum of living history, as told of in detail in this journal Dec. 13 last, Mr. Spaulding has found no more loyal friend than Mr. Tiffany, whose faith in the project and whose ready encouragement have been one of the cheerful features in the 15 years which have been devoted to the preliminary work and study. Now as the enterprise assumes visible shape and its circle of friends steadily widens, Mr. Spaulding has conceived the idea of embodying, along with a very beautiful and appropriate quotation from Rogers's "Psalm of Life," a suggestive background in which the crowning feature, the great dome of the museum, touched by the first ray from the morning sun, is seen rising, as it were, out of the mists and doubts which beclouded the formative stage. The greeting was designed and executed for Mr. Spaulding by W. Archibald Cowie.



ONE OF THE TESTIMONIALS PRESENTED TO CHARLES L. TIFFANY ON HIS BIRTHDAY.

Progress of Pearl Fishing in the Concho River, Texas.

AUSTIN, Tex., Feb. 14.—A number of pearls were recently taken out of the Concho River, in Tom Green County, this State, by professional pearl hunters. The news of these finds has caused a big increase in the number of pearl hunters along that stream, and all who are engaged in the business are apparently well satisfied with the returns. The Concho River flows through a sparsely settled section of Texas and most of its course is many miles distant from railroad communication with the outside world. Many hundreds of dollars' worth of valuable pearls have been taken out of that stream during the past few years, and the industry is growing. A few pearl hunters have made money obtaining pearls from the Llano River, Texas.

J. W. Field, Galveston, Tex., has been sued for $278.

PEARLS.

The Dealer's Side Of the Question.

Where the dealer can find the largest and best assortments, there can he make the best selections. Where he can find the best understanding of his needs—an understanding born of wide experience—there can he purchase most safely.
Both the right assortments of goods and the right understanding of his needs he will find here.

Alfred H. Smith & Co.,

CHICAGO. 182 Broadway, N. Y. LONDON.

DIAMONDS

And Other Precious Stones.

Receiver of J. B. Gotthelf Jewelry Co. Sues to Get Jewelry from Banks.

MEMPHIS, Tenn., Feb. 14.—One of the anticipated complications growing out of the recent failure of the J. B. Gotthelf Jewelry Co. has reached the Chancery Court, and the receiver, R. G. Brown, appointed by Chancellor Heiskell, has come forward with an action to recover certain jewelry said to be in the possession of local banks. The amount involved is roughly estimated to be about $6,000. The two banks made defendants were the First National and the Mercantile. In the suit against the former the bank has forestalled the action of the receiver to a certain extent by delivering over to the Court the jewelry which it has been holding, to be disposed of as the Court may direct. The suit against the Mercantile bank shows that the property sued for is still in possession of the bank, and an opposition is shown that indicates the receiver will have to move actively if he expects to get this property in his possession.

The understanding of Receiver Brown is that the property was pledged with the banks to secure certain notes, and he holds that this jewelry should be subjected to the claims of the creditors of the concern, being entrusted to the banks without proper authority. In his bill filed against the Mercantile bank the receiver says that he is entitled to the assets and properties belonging to the company. He adds that the Mercantile bank has in its possession certain jewelry pledged by J. B. Gotthelf on certain notes, viz.: One note for $1,500, made and executed on Dec. 27, 1899; two notes for $1,000 each, the dates whereof cannot be given, and one note for $345, the date not given. He explains and alleges that the jewelry so held by the bank is wrongfully detained from him and is not subject to such detention by the bank. He states its value to be $4,865, according to his best information. He states that, according to his information and to his best belief at the time, parts of the jewelry were disposed of to secure the $1,500 note; the J. B. Gotthelf Jewelry Co. had ceased to be a going concern and were wholly and individually insolvent. Further, he states that as to the two $1,000 notes, he is informed and believes that they were executed by the Memphis Loan Office, an institution which at the time of the execution of the notes had no existence, the same having gone out of business in 1897, and the notes were executed and deposited to secure the same subsequent to that date. As to the $345 note, he believes that J. B. Gotthelf, who was president of the J. B. Gotthelf Jewelry Co., is the indorser thereon; and he states and charges the fact to be, upon his information, that the jew-

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DIAMOND CUTTERS,
IMPORTERS OF PRECIOUS STONES,
14 MAIDEN LANE, NEW YORK.

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WE ARE CASH BUYERS
OF ALL KINDS OF
Diamond and Precious Stone Jewelry,
old, second-hand and unsalable. We are special buyers of any old-fashioned, square-cut, cushion-shaped Diamonds. Highest prices given for
Pearls, Emeralds, Rubies and Sapphires.
Jewelers having to take such goods in exchange or get estimates as to the worth of such goods should consult us, sending them to us to inspect and make offers on for spot cash.
COOPER & FORMAN,
Diamond Importers and Dealers in Precious Stones, 3 Maiden Lane, N. Y.

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IMPORTERS AND JOBBERS OF
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MAKERS OF FINE JEWELRY,

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GOLD AND SILVER PENCILS, PENHOLDERS, &c.

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elry is the property of the company and could not be appropriated to the payment of the debts for which the same was pledged as security, and that he, as receiver, is entitled to possession of it, in order that it may be applied to the creditors of the company. He says he has made several demands for this property, but it has been refused him. The receiver prays for a writ of replevin directing the property to be turned over to him.

In the case of the First National bank jewelry to the amount of $1,400 had been pledged to protect a $1,000 note, and it is alleged that Gotthelf personally pledged the jewelry when the Gotthelf Jewelry Co. had ceased to be a paying concern and the jewelry could not have been pledged for the purpose. A writ of replevin is prayed for in this case.

Death of Solomon Levi.

BALTIMORE, Md., Feb. 17.—Solomon Levi, a well known retired jeweler and often called the pioneer jeweler of Baltimore, died early yesterday morning at his home, 2023 Madison Ave. He had been ill about six weeks with cancer of the stomach.

Mr. Levi was in his 74th year. He was born in Germany but came to America when only 18 years of age and enlisted from New York in the United States army and fought through the Mexican war. Before the civil war he removed from New York to Lynchburg, Va. In 1867 he moved with his family to Baltimore, and lived here until his death. He first opened his jewelry store at 921 E. Baltimore St., and was there until he retired a number of years ago. He leaves a widow, who was Miss Rebecca Herzberg, of New York, seven children and nine grand-children. Had Mr. Levi lived two years longer he would have celebrated his golden wedding. His sons are Jacob Levi, jeweler, and Abraham, Henry, Maurice and Leon Levi, of New York.

Gang of Negroes Attempt to Burglarize Prontaut's Jewelry Store.

AUGUSTA, Ga., Feb. 13.—While jeweler Lewis J. Schaul was going home Thursday night he noticed some negroes around the front of J. H. Prontaut's jewelry store window, and when he passed he noticed that they had been cutting the glass. He went on down the street, and telephoning the police barracks, told the officer on duty what he had seen. An officer at once went down to the jewelry store. Just before he got there he saw several negro boys, but they all ran before he got close enough to them to catch any of them. He examined the window of the store and found that they had cut a square place on the glass, which, had the piece been taken out, would have been large enough to get a hand through and take out any of the small articles in the window.

The glass is a complete loss, but was insured.

The appraisers of the Thos. Porte jewelry stock, Grand Forks, N. D., are still engaged in the valuation of stock and excluding exemptions. Frank Kent, Dan St. Clair and Dr. Gray were selected for the work.

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Solid Gold Watch Cases

are made throughout of one quality gold and are guaranteed to assay 8 karat. The gold value is greater than that of any other case of the same price.

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ESTABLISHED 1857.

The Creditors of the Defunct Firm of T. G. Dreyfus & Bro.

CHICAGO, Ill., Feb. 15.—Theophile and Gustav Dreyfus, who, as reported in last week's CIRCULAR-WEEKLY, have filed a petition in bankruptcy, were formerly in business together in New York under the firm name of T. G. Dreyfus & Bro. Most of the debts were contracted in that city in 1897. The following is a complete list of creditors in the jewelry and kindred trades:

J. J. Cohn, $600; Follmer, Clogg & Co., $1,100; Hammel, Riglander & Co., $660; Ithaca Clock Co., Ithaca, N. Y., $325.10; S. & B. Lederer, $84.47; Meriden Silver Plate Co., $428.45; Anchor Silver Plate Co., $1,050.61; M. S. Benedict Mfg. Co., $422.92; Knickerbocker Silver Co., $1,431.25; Manhattan Silver Plate Co., $155.02; New York Standard Watch Co., $91; Oneida Silver Ware Mfg. Co., $6.75; Plainville Stock Co., $130.76; Providence Stock Co., $19.61; Pairpoint Mfg. Co., $82.48; Wm. A. Rogers, checks unpaid with interest, $239.57; Jules Racine & Co., note, $120 and interest; C. F. Rumpp & Sons, $139.48; Rochester Optical Co., $259.46; Sussfeld, Lorsch & Co., notes, $2,226.99; Aikin, Lambert & Co., $55.60, and Western Clock Mfg. Co., $245.

The total claims are $106,624.45, of which $4,806.80 is secured. The only assets are $5,739.96 due on accounts.

The absence of disturbances in the Mogaung district, coupled with steady mining operations throughout last year, says *Indian Engineering*, resulted in a larger output of jadestone, the exports by land to western China having been greater than in 1897-98, while larger quantities were also brought down to Rangoon for shipment abroad. The exports of jade to China direct and through the Straits Settlements were 4,484 cwts. in 1898-99, against 3,861 cwts. in 1897-98.

The Philadelphia Jewelers' Club

Annual Meeting and Arrangements for the Forthcoming Annual Banquet.

PHILADELPHIA, Pa., Feb. 14.—The Philadelphia Jewelers' Club held their fifth annual meeting last night at the club headquarters, 1225 Chestnut St. The following officers were elected: President, J. Warner Hutchins; vice-president, Charles F. Duffy, of Enos Richardson & Co., New York; treasurer, Wm. F. Parry, Jr., of S. S. White Co.; secretary, William S. Quinn, of H. Muhr's Sons,, and the five members comprising the board of governors, William P. Sackett, of Wanamaker's; William H. Long, of J. E. Caldwell & Co.; L. P. White, A. G. Lee and James H. Kelly, of Bailey, Banks & Biddle Co.

J. Warner Hutchins, president of the club during last year, was the only nominee for that office. The members were determined that he should continue to act as the president of the club, although Mr. Hutchins beseeched his friends to vote for somebody else and give him a chance to take things easy without the cares of office. Yet the members were most anxious to show how much they appreciated his earnest efforts during the past year, and everyone insisted on his re-election. Upon his re-election Mr. Hutchins addressed the members as follows:

"Gentlemen, the year just finished emphasized the fact that the Jewelers' Club is particularly fortunate in its choice of the board of officers. This club's board has the distinction of being the most practical one of all the clubs in Philadelphia. The year's reports show wonderful success, both socially and financially. Every member, I may say, has contributed to this success. The persistent energy with which individual members look after the interests of the club is one of the most important factors in our prosperity. The board of governors has the reputation of being eager to cooperate in the furtherance of all plans that can advance the merits of the organization. I have said these agreeable and comfortable things to you, first, because they are true; second, because another occasion is at hand when you must sustain your club's reputation."

Mr. Hutchins referred to the approaching fifth annual banquet of the Jewelers' Club, to be given March 13 at 6.30 o'clock at Horticultural Hall. Subscriptions close March 10 and the price per cover is $6. Mr. Hutchins then appointed the following as members of the reception committee for the banquet night: Adelbert G. Lee, Harry C. Larter, Harry B. Chambers, George W. Read, Frederick M. Simons, E. H. Eckfeldt, E. B. Midlen, Leveritt S. Lewis, Charles F. Duffy, A. Rutherford, J. D. Pettingell, John N. Taylor, J. Le Jambre, Ludwig Nissen, James M. Bennett, John D. Battin, N. B. Elting, Wm. F. Cory, Harry Oliver, B. F. Griscom, T. J. Mooney, Harry Bodenheimer, William E. Wood, C. Le B. Snedeker and William S. Quinn. Charles F. Duffy was made chairman of the committee.

The following were selected to comprise the committee on music: Wm. P. Sackett, Martin V. Burton and Howard L. Roberts. The committee on guests and press comprise L. P. White, Wm. J. Breuhl and Wm. G. Earle.

During the business session of the annual meeting the report of the treasurer was filed, showing the club's finances to be in a healthy condition. Wm. H. Long presented, on behalf of the board of governors, the annual report of that body. It was a most favorable and welcome one, and the club extended to the board a vote of thanks for their excellent service during the past year.

The following were proposed for membership in the club: Frederick T. Long, of Allsopp Bros., Newark, N. J.; Henry H. Klineberg, 1201 Sansom St., and Elbert H. Pelletreau, of David Kaiser & Co.

Following the annual meeting supper was served to the members in the café, and a smoker followed. Excellent talent had been secured, and all made merry

The Bowden Rings

ARE COMPLETE IN VARIETY, CORRECT IN QUALITY AND PERFECT IN FINISH. WE MAKE EVERY VARIETY OF FINGER RINGS.

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until the "wee sma' hours" of the morning. Hitchcock, of the "Three Lambs" Co., and two of his fellow actors were there, as well as Signor Ferruccio Giannini, Messrs. Kane, Richards, Woods and McCool, of Dumont's minstrels, and Prof. Lilley's orchestra.

ARRANGEMENTS FOR THE BANQUET.

PHILADELPHIA, Pa., Feb. 18.—President Hutchins announced to-day that all the arrangements for the banquet except some few unimportant details will be completed by the end of the week. The menu, a dainty affair, designed as a souvenir, is already in the hands of the printers. The tables this year will be arranged differently from the way they were last year. The tables will run north and south instead of east and west, making shorter tables and more of them. "This will enable the speakers to be heard much more distinctly," said Mr. Hutchins. "The guests' and speakers' table will be slightly elevated, and the orchestra will be placed on the stage, which will be so abundantly banked with palms and flowers as to effectually conceal the musicians. None of the invited guests have been as yet positively decided on except Timothy Woodruff, Lieut.-Governor of New York, and the Mayor of this city."

Interesting Decision in an Infringement Suit.

PHILADELPHIA, Pa., Feb. 19.—Judge Dallas, of the United States Circuit Court, on Friday handed down an opinion vacating the service of process in two equity suits instituted by the L. E. Waterman Co. against the Parker Pen Co., of Wisconsin. The actions were brought to have the defendants enjoined from making alleged infringements upon the complainants' patented improvements in pens. The service of the writs was made on Nov. 28 last upon William A. Shacht, an agent of the defendant company, at the National Export Exposition, where the company had an exhibit.

Judge Dallas decides that such a temporary occupancy did not make the space so occupied a regular and established place of business in this city.

Watch Case Engravers' Strike.

The President of the Engravers' Union Claims that the Strikers Are Being Placed.

PHILADELPHIA, Pa., Feb. 17.—Developments during the past week at the headquarters of executive board of the Watch Case Engravers' International Association, at the Bingham House, this city, seem to indicate that the locked out engravers of the Keystone Watch Case Co. will all have been given employment by western firms before the expiration of another week. Already more than 50 men have been provided with railroad fare and expenses to the west, where they will immediately go to work.

Vice-President Munger told a reporter of THE CIRCULAR-WEEKLY, Saturday night: "We have made up our minds to attempt no more negotiations with the Keystone company. That firm firmly declared at the outbreak of the struggle that there was nothing to discuss or arbitrate. Six firms have volunteered their support and offered plenty of work to the locked out men. Most of them have now been given employment."

According to the figures given out by President Nicholson, 252 engravers were locked out by the Keystone and Fahys companies. Of the 83 locked out men from the Keystone company 30 are still unemployed. About 32 of the Fahys engravers are also out of work. The unemployed men will be paid weekly benefits as heretofore until they have been placed. Married men receive $10 a week and single men $7.

Davidow Bros., Scranton, Pa., are holding an auction sale, as they must vacate their premises by April 1.

J. T. Anderson, jewelers' auctioneer, of Dayton, O., went Feb. 19 to Huntington, W. Va., to conduct a sale for E. Bundy. Several years ago, when he was in that city conducting a sale for another jeweler, the floor of the store broke through owing to the weight of the audience, no one, however, being hurt. Mr. Anderson says that a similar accident has occurred three times in his auctioneering career.

E. S. PALTER, Maker of
...High Art Jewelry.
Platinum Work and 18 Karat a specialty.
Fine Mounted Goods on hand.
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RICH PIECES in
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FEIGENBAUM & SCHWEIGER,
Always Something New 37 Maiden Lane, New York.

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OUR stock of Diamonds and Pearls is complete and assorted in all qualities and sizes. We cater for memorandum orders in important articles, and the special attention we bestow on this branch of our business has been so satisfactory in its results that we are desirous of increasing it.

Our goods are insured for any amount in transit and we prepay expressage.

WE ARE BUYERS OF AMERICAN PEARLS AND SLUGS.

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FANCY COLORED DIAMONDS and GEMS in PEARLS and PRECIOUS STONES.

Pearl Collarettes, Mounted with Diamond Bars.

Active Plans of the American Horological Society.

CHICAGO, Ill., Feb. 16.—The regular monthly meeting of the American Horological Society was held last evening in the rooms of the Chicago Jewelers' Association. The committee, consisting of Mr. Hughitt, Geo. K. Hazlitt and W. H. Galloupe, appointed with full power to learn the probable cost of establishing a permanent home for the society and to make recommendations thereon, reported that the cost of furnishing and maintaining quarters in the business district would require more money than the society could afford to expend at the present time. The membership is now more than 400 and the present income is sufficient to leave a small surplus above expenses, but not enough to warrant the maintenance of permanent quarters.

Geo. K. Hazlitt was appointed to purchase a case for the library, which will be placed in the rooms of the Chicago Jewelers' Association. The library is said to be the most complete of its kind in the world, embracing nearly every book on watch making, clock making, engraving and kindred arts in the English language and a number in French and German. Entertainments and lectures for the Spring meetings were proposed, and plans are now contemplated for lectures on public questions as well as technical subjects.

The following new members were elected: L. B. Fulgham, Colmesville, Tex.; W. W. Winchester, Amery, Wis.; J. B. Nichols, Duncan, Ind.; Augustus Elias, Bay City, Mich.; Thomas F. Cole, Ridge Top, Tenn.; J. M. Cassill, Mount Grove, Mo.; William De Bolt, Breckenridge, Mich.; Wesley T. Harrison, Williamstown, Ky.; C. M. Hummer, Keswick, Ia.; J. F. L. Hawkins, Center Point, Ia.; J. M. Mulders, Hosper, Ia.; L. P. Northup, Woodward, Okla.; J. B. Otts, Evanston, Ill.; A. S. Sikes, Sharon, Wis.; Fred O. Swanson, Red Oak, Ia.; W. A. Suiter, Highland, Kan.; Chas. L. Strunk, Lindville, Ind.; E. M. Thomason, Quincy, Ill., and Dr. O. F. Warning, Wm. Ulrich, C. H. Holmes, of Chicago.

COLORED STONES.

Complications in the Diamond market have naturally stimulated the demand for colored stones. Our stock, which is large at all times, has been rendered more attractive by recent importations of fine Rubies and Sapphires, Pearls, Opals and Turquoises. Care and promptness exercised in filling all orders, large or small.

HAYDEN W. WHEELER & CO.,

TWO MAIDEN LANE, N. Y.

50 HOLBORN VIADUCT, LONDON, ENGLAND.

The Kecks Must Pay the Added Taxes on Their Establishment.

CINCINNATI, O., Feb. 17.—The Duhme Jewelry Co. lost their suit to enjoin the County Auditor from collecting the added taxes on their stock and fixtures. It appears that the firm had listed for taxation on the jewelry stock and fixtures of both firms, the Duhme Jewelry Co. and the Herman Keck Mfg. Co., $28,000. In their suit against Duhme Bros. & Co. some time ago to enjoin the latter from using the Duhme name they made affidavit that the firms of Duhme Jewelry Co. and the Herman Keck Mfg. Co. had stock valued at $600,000. The tax inquisitor noticed this and after investigation called the attention of the auditor to the tax returns and the later sworn statement of the members of the firms, and an additional tax of $45,000 was placed on the stock and $1,500 on the fixtures of the Duhme Jewelry Co.

The Kecks sued to enjoin, but their request was refused this week and the County Treasurer will collect. The Kecks claimed that the supervisors were partial against them in valuation and did not give them notice of the hearings. The Court found against both charges.

Sol. Cerf & Co.'s Establishment Destroyed by Fire.

PITTSBURGH, Pa., Feb. 17.—Fire completely gutted the three-story building at 947 Liberty Ave., occupied by Sol. Cerf & Co., wholesale jewelers, at an early hour this morning. The losses generally were very heavy, but as all the valuables had been placed in the fire proof and burglar proof vaults over night, they escaped damage. The fire was discovered by watchman J. W. Dement, who saw the flames from Penn Ave., and before he could turn in an alarm they had spread to the top floor. The entire building was soon enveloped in flames and totally destroyed.

Cerf & Co. estimate their loss at $15,000, only 25 per cent of which is covered by insurance. The fire was the result of an over-heated gas stove on the second floor of the Cerf building, and was caused by an over-pressure of natural gas.

A. C. Campbell has sold out his retail stock of jewelry, etc., in Topeka, Kan., for the purpose of moving to Kansas City, Mo., where he is again going to engage in the jewelry business, but this time it will be in the jobbing line, as already reported.

Where goods bought are defective the buyer may nevertheless retain them, and, when sued for the price, plead a partial failure of consideration.

Missouri Jewelers Have a Feast.

Successful 10th Annual Banquet of the Retail Jewelers' Association of Missouri.

ST. LOUIS, MO., Feb. 17.—The 10th annual banquet of the Retail Jewelers' Association of Missouri took place at the Broadway Café, Wednesday evening, Feb. 14. Seventy-five guests were in attendance, and it was without doubt the most successful affair of the kind ever given by the association. President Frank W. Baier presided, supported by secretary W. F. Kemper. Herman Mauch was toastmaster and the many entertaining sallies he made were appreciated by the audience.

The speakers of the evening were: Hon. Chas. Thuner, in response to the toast, "The Retail Jewelers' Association of Missouri;" Sam Eisenstadt, "Life;" Hon. Chas. F. Krone, "The Boers." A treatise on the programme was "How to Clean a Watch, W. F. K., Watch Expert." This proved to be W. F. Kemper, and he handled his subject admirably.

An impromptu entertainment, in which the Eisenstadts, Sam and Morris, Al. Gerne, Jos. McKenna, J. Auer, W. Parker and others participated, was loudly applauded. Herman Mauch, though a recent sufferer from the great fire, didn't apparently allow his grief cloud the merriment of the evening, and told some humorous anecdotes, and in this respect W. A. Steideman, of J. W. Cary & Co., fairly outdid himself.

The menu was elaborate and toothsome, as the appended list will show, though it was not nearly as sanguinary and warlike as the list might seem to indicate: Blue points, relishes, celery, lettuce, radishes, bouillon en tasse, braised sweetbreads, larded, green peas, cyanide punch, turkey, cranberry sauce, mashed potatoes, potato salad, ham *à la* Boer, tongue *à la* British, jewelers' old-fashioned Roquefort, crackers, pickles, coffee, cognac *à la* Bierbaum, cigars.

President McKinley Acknowledges Receipt of Eastern Jewelers' Letter.

ATTLEBORO, MASS., Feb. 17.—The Jewelry Tariff Committee of Attleboro and Providence have received from President McKinley a reply to the long letter sent to him under the authority of the committee, but composed by chairman Sidney O. Bigney, of S. O. Bigney & Co. While embodying the President's reply it bears the signature of Private Secretary Robert P. Porter and is quite brief. It merely assures the committee that the communication has been considered by the chief executive, and by him referred to the Secretary of State. The committee prefer for the present not to make public the exact phraseology of the note.

Frank Jones, aged 16 years, an employe of Richard Seidel, Milwaukee, Wis., was arrested a few days ago on a charge of having stolen a $19 watch from his employer, and Luke Greenleaf, aged 21 years, and William Rugee, aged 20 years, were arrested on the charge of having disposed of jewelry valued at $187.50, which was also alleged to have been stolen from Mr. Seidel's store. Mr. Seidel believes his losses will exceed $200.

HEADQUARTERS

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17 MAIDEN LANE, N. Y.

The Century Chatelaine Bag
WITH PATENTED FRAME No. 397,487.

Illustrated Catalogue mailed on application.

A Choice Assortment of
High-Grade Chatelaine Bags
....WITH....
STERLING SILVER AND LEATHER-COVERED FRAMES.
Send for Samples and Prices.

A Complete Line of
WM. B. KERR & CO.'S
Celebrated Mountings
....ON....
POCKETBOOKS, CARD CASES, PHOTO FRAMES, CIGAR CASES, ETC.

C. F. Rumpp & Sons,
Fifth and Cherry Streets,
New York Salesroom, 621 Broadway. PHILADELPHIA.

Death of Thomas B. Hennigar.

BOSTON, Mass., Feb. 19.—Thomas B. Hennigar, for 11 years one of the best known traveling salesmen from Smith, Patterson & Co. and more recently a member of Derry & Hennigar, 61 Temple Place, died early Friday morning at his home, in the Ashmont district, this city. Like a true man, bravely and patiently, and with a cheerfulness that won for him the loving admiration of his many friends, "Tom" Hennigar, as he was familiarly known in the trade, had faced approaching death for upward of a year, being afflicted with diabetes and knowing that the physician gave him no hope of recovery.

Mr. Hennigar was born in Bear River, N. S., 36 years ago. While connected with Smith, Patterson & Co. he traveled principally in New York and the New England States, but failing health compelled him to give up much of his road business, and one year and eight months ago he formed a partnership with C. T. Derry, which continued until the close of 1899, when he was obliged to withdraw more completely from active business, and sold his interest in the firm to E. A. Bigelow. His final sickness was of only one week's duration, a cold contracted during the storm on the 9th inst. proving too much for his strength to overcome. His wife and mother survive him, the latter residing at Bear River.

The funeral took place Sunday from All Saints' Episcopal Church, in Ashmont, attended by many friends in the jewelry trade, and the services at the church were supplemented by the Masonic ritual, conducted by Paul Revere Lodge, of which he and several of his associates in the trade were members.

John Klipper Petitions in Bankruptcy.

John Klipper, who was formerly in the wholesale jewelry business at 41 Maiden Lane, New York, until his failure in December, 1894, filed a voluntary petition in bankruptcy in the United States District Court, New York, Saturday. Mr. Klipper gives his address as 104 W. 114th St., and says he has no place of business.

The schedules filed with the petition show liabilities of $9,066.55 due to 60 creditors. There are no assets except a few worthless accounts. Among the creditors for more than $100 are: Alfred Field & Co., $100; Herman Boker, $128; P. & A. Linton, $245; W. R. Dutemple & Co., $130; Warren G. Smith & Co., $111; J. M. Fisher & Co., $673; Regnell, Bigney & Co., $178; Leon Hirsch, $439; Isaac Swope, $562; Hipp. Didisheim & Bro., $276; Payton & Kelley, $213; L. W. Pierce, $316; D. R. Corbin, $100; A. Berger & Co., $106; T. E. Carpenter & Co., $111; Bliss Bros., $143; Excelsior Chain Co., $139; D. F. Briggs Co., $530; Ettlinger & Esser, $217; M. Haasjue, $448; S. K. Merrill & Co., $109; R. F. Simmons & Co., $421; G. K. Webster, $128; S. E. Fisher & Co., $263; R. L. Griffith & Son, $345; Patt & Kern, $341; Payton & Green, $104; Hancock, Becker & Co., $211; J. M. Weil & Bros., $128; Fowler Bros., $103; W. O. Hutchins & Co., $174.

Luck is not the secret of our success, but

Pluck, coupled with capital, energy and singleness of purpose, is.

We purpose to be **THE BEST** watch house.

No house can handle your watch business better, quicker or cheaper than we.

Watches! Watches! Watches! Watches!

WE ARE THE LARGEST DISTRIBUTORS OF

DUEBER-HAMPDEN WATCHES

IN AMERICA.

RAILROAD WATCHES (the kind that will pass inspection) **A SPECIALTY.**

John N. Sherwood & Co.

Watches. Chains. Diamonds. Jewelry.

No. 3 MAIDEN LANE, NEW YORK.

Second Hellebush Failure.

Futile Attempt to Recover from Conditions Accruing Out of First Failure.

CINCINNATI, O., Feb. 17.—The second failure of Clemens Hellebush occurred this week. A few years ago the firm failed and closed out at auction all their old stock and started up anew in another location. The present owners are Mrs. Lucia Hellebush, widow of the late Clemens Hellebush, the pioneer jeweler of Cincinnati, and her son Alphonse, who purchased the business at the assignee's sale. The assignee in both failures is the Union Savings Bank & Trust Co.

The cause of the failure is said to be the pressure of eastern creditors. For some time the firm has owed large bills, and the receipts of the house have not met current expenses. The joint assets are placed at $40,000 with liabilities at $35,000. A statement will be given out next week. The attorney who represents the creditors says the assets and debts given out as above do not represent the condition of the affairs, but that a true account will be given in a few days.

Clemens Hellebush was seen to-day and said that next week he would be prepared to say whether the firm would continue in the business or sell out. He has not had good trade and heavy expenses together with the pressure of a large creditor forced the firm into bankruptcy. A lot of small bills around town are owed, but none above $150.

Meeting of the Optical Society of the City of New York.

The regular monthly meeting of the Optical Society of the City of New York was held, as usual, in the Fifth Avenue Hotel, Wednesday evening last. President Dilworth called the members to order at 8.30 o'clock and Prof. Fox's lecture, which opened the meeting, was on the subject of scientific grinding of spherical, cylindrical and prismatic lenses so as to avoid aberration. The lecture was roundly applauded and was followed by a discourse by L. L. Ferguson on "Muscles," the subject being particularly the detection and protection of muscular insufficiency.

In the business session, among other work done was the election to membership of Louis Gotthold. Applications for membership were received from E. T. Connet, New York, and F. T. Wernicke. The committee, appointed at the last meeting to draft a resolution commending the former president for the work done, made their report which was adopted and the resolutions ordered engrossed on parchment. The executive committee reported the programme of lectures and entertainment for the coming year, which was adopted, and after the usual bills of expenses were audited and paid the meeting adjourned.

J. L. Rankin has opened an auction sale of jewelry, watches and clocks in Galena, Ill.

A. W. Carlson, who has been managing A. Hollins's jewelry store, Jennings, La., has purchased an interest in the business.

THE DUEBER HERALD

THE ADVOCATE OF HONEST BUSINESS METHODS.
DEVOTED TO THE RETAIL JEWELRY TRADE.

VOL. I. CANTON, OHIO, FEBRUARY, 1900. No. 15

THE DUEBER-HAMPDEN COMPANIES

have the most complete system of keeping a record of their watches of any watch company in the world. How valuable this system is in certain emergencies, the following will show:

Mr. H. J. Bayles, the Coroner of Alton, Ill., wired:

"Who did you sell movement No. 956093 to ?"

The Hampden company replied:

"Mr. H. J. Bayles, Coroner, Alton, Ill.

"Our records show that movement No. 956093 was sold to J. C. Sawyer, Boston, Mass. He sold it to G. R. Alexander, Providence, R. I., who in turn sold it to J. W. Adams, Providence, R. I.

"HAMPDEN WATCH CO.,
"JOHN C. DUEBER, Treasurer."

The largest establishment on the globe for the manufacture of complete watches is the factories of

The Dueber Watch Case Mfg. Co.

and

Hampden Watch Co.,

At Canton, Ohio.

Nearly 5,000,000 of the incomparable Dueber-Hampden watches are in the pockets of the people.

THE PLATFORM.

In the last number of **The Dueber Herald** we defined the **issue** formed by the prevailing conditions in the Watch-Market.

To the legitimate dealers in watches throughout the country we now respectfully submit a **platform**:

The dealer who has painstakingly studied the situation—as he should and must do in justice to himself and to his customers—understands by this time the difference between the watch that sells on its merits and the watch whose sale is forced by this, that or the other policy or device. He understands the difference between irrefutable facts and high-falutin phrases; the difference between the claim that is **substantiated** and the claim that is simply **asserted**.

Therefore we suggest as his platform in his watch-campaign of 1900, the unflinching determination **to sell the watch that sells on its merits**; the watch whose story is a story of **fact**; the watch whose every claim is a **substantiated** claim; the watch that is honestly "The Best."

His study of the situation, if engaged in as thoroughly as we advised, will give him the necessary assurance as to **what make of watch** comes up to all the enumerated requirements.

Success and nothing but success is in store for the dealer who accepts the platform we outline.

THE

Dueber-Hampden

New 12-size movements are

Paragons of Watch-Perfection.

"THE BEST."

TELL YOUR CLERKS

TO TELL YOUR CUSTOMERS THAT:

1. A watch that has been timed closely at the factory is not likely to run the same after having been stopped and packed and shipped; therefore, purchasers should not condemn it because it does not run close when first started.

2. A watch that has been allowed to run down will not run the same when wound and started again, but will usually be found to run irregularly for a few days.

3. Frequently a watch will not run exactly the same after casing as before; this is caused by the cramping of the plates through too close casing, or the springing of the plates by the case screws.

4 Fine time-keepers are very sensitive and slight changes in their treatment affect their performance as is shown by the well-known fact that a close-running watch will not maintain the same rate in the pockets of two different persons, although their habits and avocations may be identical.

(To be continued.)

"Splendid."

Pittsburgh, Pa.

My Dueber-Hampden watch has varied but a few seconds in 2 months, nor been magnetized, although carried around close to a fifteen-horse-power dynamo, two hundred and fifty volts telegraph instrument. Have tested it frequently on galvanomoter. It runs splendid.

JOS. DOLPHIN,
Western Union Telegraph Co.

"Excellent Satisfaction."

Cincinnati, O

I have been carrying a Hampden railway movement for the past two years. Can truly say I am well pleased with it. This movement is used almost exclusively on this road, and gives excellent satisfaction.

B. Q. GASNER,
Cincinnati Southern R. R.

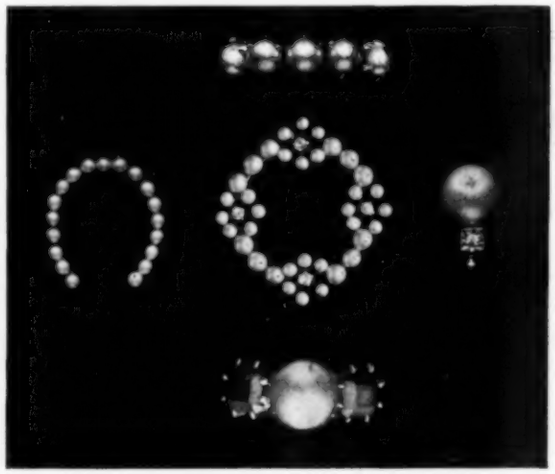
THE "NEW" PEARL.

A WHOLE PEARL.

The only really new thing in the Jewelry Trade in many years.

HAVE YOU SEEN IT?

It is made up in 10k. and 14k. Gold, in all the latest styles of **Brooches, Scarf Pins, Rings, Studs, etc.**



Ask your Jobber to show you these goods.

MANUFACTURED SOLELY BY

J. A. DEKNATEL & SON,

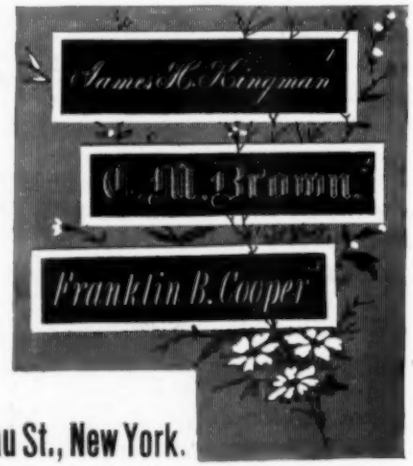
22 HOWARD ST., NEW YORK.

This Shows the Style but not the Beauty of the Work

done on

THE EATON-ENGLE ENGRAVING MACHINE.

You can satisfy yourself as to the latter by writing to us for our Catalog, and with it you'll receive some engraving that will open your eyes, done on the machine by a boy in our office. If you investigate this now it will be worth hundreds of dollars to you in profits before the end of the year. Write at once and mention this paper.



EATON & GLOVER CO., 87 Nassau St., New York.

HOOP BRACELETS,
HEART CHARMS,
HAT PINS,
PULLEY BELTS,
WAIST SETS,
SASH BUCKLES

And many other Spring Sellers.

Our salesmen are showing new samples. If you cannot wait or call at our New York office, send for our new illustrated Booklet G.

Averbeck & Averbeck,

MANUFACTURERS,

19 MAIDEN LANE, NEW YORK.

Precious Stones: London Market.

HATTON GARDEN, London, Eng., Feb. 10, 1900.

Dealers say the Rough Syndicate have not offered any stuff for two months. There are no signs of any advance in prices in the open market, but holders of stones stick out for the usual top prices. Outside the market there is not much anxiety to increase stocks, but auction buyers do not find the values lowered on that account.

In colored stones there are signs of some improvement. Pearls and emeralds are in very fair demand and keep up in value.

There are active inquiries reported for fine fancy stones of all descriptions and anything in the way of fine topazes sells readily. Prospects in the non-diamond section of the market are, therefore, more hopeful. The war is, of course, chiefly adverse to internal trade and a revival of export business will help to counterbalance the stagnation among jewelers here.

The Paris Exposition will have on show several recent finds in the way of unique gems. A fine Burma ruby valued at £10,000 to £12,000, found at the Burma Ruby Mines, was sold by the company last year. This stone will be, it is stated, for sale. In addition, the *Morning Post* announces that a Kimberley diamond, found shortly before the war, will be exhibited. It has been insured for £40,000, but it is stated to be finer than many of the famous diamonds of the world, including the "Koh-i-noor," "Great Mogul," "Regent" and "Shah." R. F.

Worcester, Mass.

The following officers of the Worcester Optical Co. were recently elected at the annual meeting: President, S. B. Hussellman; treasurer, Edward C. Harrington; secretary, Alexander C. Munroe; directors, S. B. Hussellman, W. C. Hoar, J. W. Harrington and A. C. Munroe. The company are to spend $3,000 for new machinery.

William A. England, one of the oldest jewelers in Worcester, closed his doors Wednesday night, and announced to the people of Worcester that as creditors were pressing him we would be obliged to raise money by an auction sale, and for the benefit of creditors would open Saturday morning and hold auction sales three sessions a day, with John W. Davis, one of his clerks, as auctioneer, the sale being under the direction of J. H. French in the interest of the creditors.

Mr. Bursell has opened a jewelry store at Truman, Minn.

Fred J. Lindgren, Ogden, Ia., has moved his jewelry store into new quarters.

Paul Kritz, of the jewelry department of Freimuth's store, Duluth, Minn., has gone east to buy stock.

F. W. Terhune has opened a stock of jewelry and optical goods in the Olmsted book store, Sioux Falls, S. D.

J. O. Peterson, jeweler, Brookings, S. D., has formed a partnership with a jeweler from Graceville, Wis. The new firm will open a branch store in Volga, S. D.

Notes from London.

LONDON, Eng., Feb. 10.

The official trade reports for 1899 are at present only published in totals of classes, etc. The following details relative to the United States and United Kingdom exchange of goods may be interesting, though incomplete:

IMPORTS FROM U.S.A.	1897.	1898.	1899.
Clocks and parts thereof	£86,257	£91,466	£109,893
Watches and parts thereof	43,560	42,576	.....
Silver plate	766	1,081	.....
Plated and gilt wares.	1,867	3,912	.....
Platinum (2,400 oz. in 1897)	1,000	.....	.....
Precious stones (not diamonds)	1,600	418	.....
Gold coin and bullion.	68,056	48,497	2,379,046
Silver bullion and coin	10,087,749	9,359,395	8,821,476
Silver bullion and coin (ounces)	87,951,215	83,237,701	.....

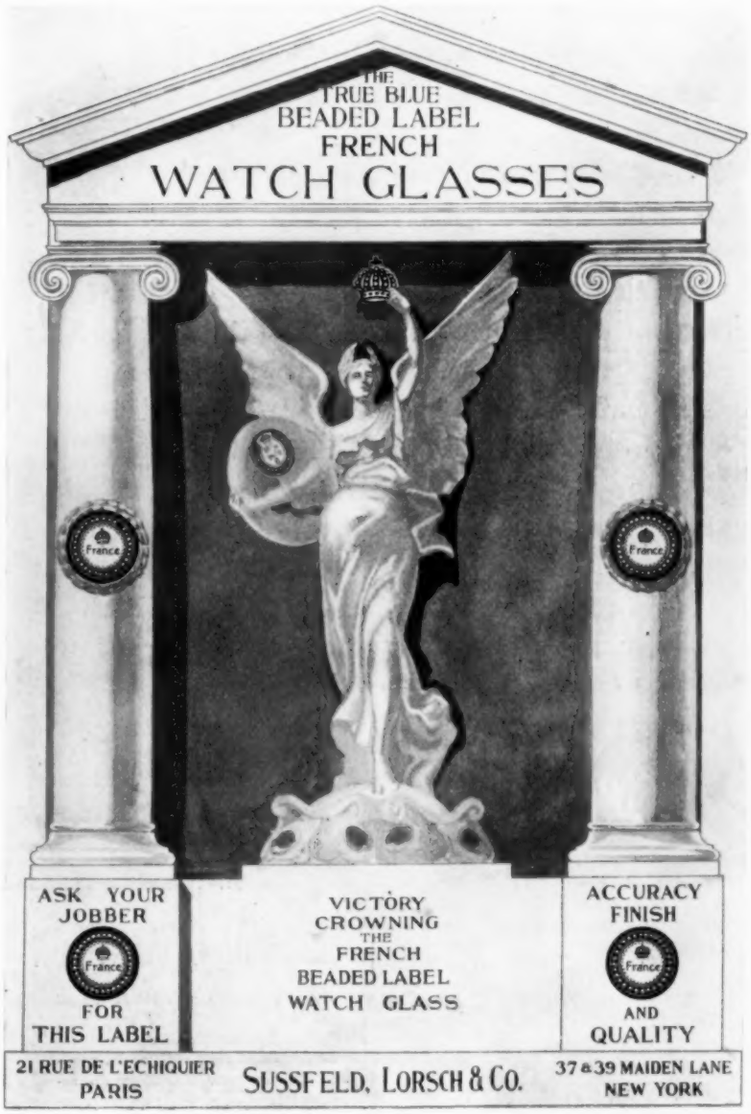
EXPORTS TO U.S.A.	1897.	1898.	1899.
Clocks, watches and parts (not including foreign made)	£11,420	£10,253	.....
Cutlery	.....	65,239	£82,514
Foreign made watches and parts	2,359	1,590	.....
Silver plate	4,602	7,914	.....
Plated and gilt wares.	13,121	17,354	.....
Ivory	.....	67,592	.....
Precious stones	93,144	97,358	.....
Gold bullion and coin.	1,208,466	10,942,162	1,323,700
Silver bullion and coin	16,446	8,121	18,287

	1897.	1898.	1899.
The average market price of standard silver in London for the last three years was	27 9-16d.	26⅞d.	27½d.

Spoons and Forks. For a time silversmiths have been very busy in this branch, and it is difficult to fill orders from stock. Competition is very keen and yet quotations vary as much as 15 to 20 per cent. The difference is accounted for by the method of manufacture. A few years ago the term "London made," as distinguished from provincial made goods, was sufficient to define the difference between "forged" and "stamped" wares; but now the London makers have a good deal of stamping done at Birmingham and Sheffield, and the country houses sell through their London agents and use the London hall-mark, so that the old term is a confusing one. It is practically impossible to materially reduce the cost of forging. An experiment was tried some years back of importing spoon forgers from the Continent, but their work was so indifferent that they were sent home again. An ordinary buyer cannot tell the difference between the "forged" and "struck" article—the test is one of time. Forging toughens and consolidates the metal and saves the wear. A few years' wear shows the difference, and in the long run the old method is more economical. However, the tendency is towards cheapness rather than durability, and the stores and cheap retailing houses have spoilt the market for higher priced goods.

R. F.

A first meeting of the creditors of Amos J. Thomas, Butte City, Mont., will be held in that city Feb. 27.



SELECTED SELLERS.

Sterling Bracelet, No. 4179, **$4.20** doz.

Pulley Belt Rings, to take the place of buckles. Ends of belt are attached to rings and short ribbon, tied in a bow, completes a novelty that has already proved itself a "seller."

No. 4127, Sterling, **$4.20** doz. pair
No. 4176, " **$4.20** "
No. 4178, " **$4.20** "

Above styles furnished rose gold, polished silver or silver gray.

No. 4152, Polished Sterling, **$4.20** doz. pair.

No. 4153, same size as No. 4152, in Roman gold plate, **$3** doz. pair.

SPOT CASH DISCOUNT, 10 PER CENT.

Better send for my catalogues; they illustrate QUICK SELLERS and latest goods.

G. E. DARLING, Manufacturer,
PROVIDENCE, R. I.

THE "B. A." collar button will hereafter be carded on cards embossed, not only with our trade-mark as now, but with the word "gold" above and "shell" below the star, in this manner: We have been able to so thoroughly convince those interested of its fine wearing qualities by showing samples of these gold shells (which retain the perfect collar button form after all the composition has been eaten away by acid) that the demand is greatly increasing. We have added new styles and sizes and have now the most complete line we have yet shown. Ask your jobber for the "B. A. Gold Shell" button with the above trade-mark embossed on the cards. They are fully guaranteed as follows: "We will replace every 'B. A.' button which for any reason proves unsatisfactory." This guarantee is printed on the back of each card.

GOLD TRADE MARK B SHELL.

B. A. BALLOU & CO.,

Providence, R. I.

THE IMPERIAL SYMPHONION

is the first and only music box manufactured in the United States with patented, indestructible discs.

It has patented fly-wheel, speed regulator, side dampers, double comb arrangement and its parts are interchangeable. It requires but one winding to play from 20 to 25 minutes, and is recognized among leading dealers to be the standard up-to-date music box.

For information and catalogue write to

THE SYMPHONION MANUFACTURING CO.,
110-114 West 32d St., New York City.

S. STERNAU & CO.,

MANUFACTURERS OF

Metal Wares

In BRASS, COPPER and SILVER.

Chafing Dishes, Table Kettles,
Trays, Tea and Coffee Pots,
Crumb Trays, etc.

Write for Illustrated Catalogue.

204 CHURCH STREET, NEW YORK.

Last Week's New York Arrivals.

THE CIRCULAR-WEEKLY has perfected arrangements for obtaining the names and hotel addresses of all the latest buyers visiting New York, and each day posts in its office, 11 John St., cor. Broadway, a bulletin which every member of the trade is cordially invited to copy.

Albany, N. Y., W. B. Mix (James Mix), Union Square.
Anderson, Ind., J. Rosenbaum (D. & J. Rosenbaum), Merchants' Ass'n.
Buffalo, N. Y., F. S. Collins (Adam, Meldrum & Anderson Co.), 2 Walker St.
T. F. Jones (J. N. Adam & Co.), 55 White St.
Boston, Mass., T. F. Boyle (Boyle Bros.), Vendome.
Chicago, Ill., E. T. Moyer (National Gold Pen Co.), Merchants' Ass'n.
Cincinnati, O., O. E. Bell (O. E. Bell Co.), Astor House.
G. A. Willard (O. E. Bell Co.), Astor House.
Denver, Col., P. W. Haberl, G'd Union.
Detroit, Mich., J. C. Hunger, Imperial.
Duluth, Minn., G. T. Miller (Panton & White), 377 Broadway.
Joplin, Mo., F. M. Shirey (Shirey Bros.), Gilsey House.
Lancaster, Pa., W. B. Musser (Non-Retailing Co.), Herald Square.
Louisville, Ky., L. Lewis (J. C. Lewis Co.), Albert.
C. H. Bareford, 621 Broadway.
Milwaukee, Wis., J. F. Elwell (Evans, Munzer, Pickering & Co.), 452 Broadway.
Montreal, Can., J. A. Pitts, New Amsterdam.
Nashville, Tenn., C. A. Kinkead (Castner, Knott & Co.), 43 Leonard.
Petoskey, Mich., Will. Z. Searles, St. Denis.
Philadelphia, Pa., S. Jaquette (Bailey, Banks & Biddle Co.), St. Denis.
Pittsburgh, Pa., B. Davis, Astor House.
Miss Anderson (Kunkel Co.), Herald Square.
E. R. Hill (Goddard, Hill & Co.), St. Denis.
Portland, Ore., J. C. Olds (Olds & King), 438 Broadway.
Providence, R. I., W. H. Thurber (Tilden-Thurber Co.), Manhattan.
Roscoe, N. Y., J. W. Alber, at Merchants' Association.
St. Paul, Minn., J. A. Belmeur (Manheimer Bros.), 320 Church St.
Syracuse, N. Y., Miss A. M. Smith (E. W. Edwards & Son), Albert.
Toronto, Can., H. B. Kent (B. & H. B. Kent), New Amsterdam.
Utica, N. Y., J. C. Mizer (A. S. & T. Hunter), 55 White St.
Washington, D. C., Miss S. Ford (A. Lisner), Gilsey House.
Worcester, Mass., A. J. Moir (J. C. MacInnes Co.), 55 White St.

Wm. Wortman, a jeweler, of Canton, O., has been convicted in the Stark County courts on the charge of knowingly buying stolen property. It was alleged that employes of the Dueber Watch Case Mfg. Co. sold to Wortman gold scraps which they had taken from the works.

Death of Aubrey Cox.

Aubrey Cox, the New York representative of S. O. Bigney & Co., Attleboro, Mass., who had charge of that concern's office at 3 Maiden Lane, died early Saturday morning at his home, Cherry Hill, N. J. Death was due to heart disease, superinduced by an intestinal trouble from which Mr. Cox had suffered for some time past.

Mr. Cox was about 40 years old and was the son of the late Chas. W. Cox, of Brooklyn. For the past four years he had represented S. O. Bigney & Co. and had traveled for them throughout the jobbing trade of New York and the west. He had previously been connected with several other jewelry houses, and was well known to the trade for the past 15 years.

The deceased was unmarried and lived with his mother and sister at Cherry Hill.

Trans-Atlantic Voyagers.

FROM EUROPE.

Arthur Henius, of Bruhl Bros., Providence, R. I., returned last week on the *Oceanic*.

William Kleinschmidt, of Kleinschmidt, Howland & Co., New York, and Thos. Le Boutillier, of Le Boutillier & Co., New York, returned last week on the *Campania*.

Edward Holbrook, of the Gorham Mfg. Co., New York; Adolph J. Grinberg, New York, and Mr. and Mrs. Louis Witsenhausen, New York, returned last week on the *St. Louis*.

Gerome Desio Identifies James Riley as the Man Who Robbed Him.

WASHINGTON, D. C., Feb. 19.—An effort will be made by the local police to have the Grand Jury indict James Riley, alias James Ritchie, "The Mouse," for stealing a tray of diamonds, valued at several thousand dollars, from the store of Gerome Desio, jeweler, during March, 1897. Ritchie is now serving time in the Western Penitentiary, near Allegheny City, Pa., for a similar robbery committed in Pittsburgh, last November. Mr. Desio went there last December, but was then unable to fully identify Ritchie as one of the gang who robbed his store. Last week he returned to Pittsburgh accompanied by Detective Muller and Mr. Lane, proprietor of the saloon in which the thieves disposed of the tray which had contained the diamonds. It is stated that both Mr. Desio and Mr. Lane identified Riley as a member of the band who operated here, so the detective bureau is interested in having the convict brought here for trial.

Mr. Desio says he was urged to make the second trip to Pittsburgh by the report in THE CIRCULAR-WEEKLY that William Devlin had been caught in New York, to answer the charge of being concerned in the A. E. Siedle robbery in Pittsburgh.

They Speak For Themselves.

300 styles Shopping Bags and Chain Purses in Silver and Silver Plate, Girdles, Bracelets, Silver Chains, &c., &c.

On request, will furnish Prices, Terms and Selection.

WHITING & DAVIS,

Factory, PLAINVILLE, MASS. 14 JOHN STREET, NEW YORK.

WEINREB & MERKER,

MAKERS OF

HIGH-CLASS DIAMOND MOUNTINGS.

Our line is replete with original designs.

EXCELLENCE OF WORKMANSHIP AND CARE OF FINISH ARE THE DISTINGUISHING CHARACTERISTICS OF OUR WORK.

Office and Factory: 40 Maiden Lane, - New York.

Telephone: No. 2232 John.

THE PHELPS & CARY COMPANY,

MAKERS OF Fine Sterling Wares FOR THE TRADE ONLY.

Office, 33 Union Square, New York.
Shop, 121 East 13th St., New York.

New Line Staple and Fancy Pieces in MARTELÉ Ready.

Our Traveling Representatives

Traveling representatives may consider these columns open for the publication of any news or items of interest regarding themselves or their confreres.

Sam. Dripps, 22 years with the watch department of Benj. Allen & Co., Chicago, will hereafter travel for J. W. Forsinger. He left on his first trip last week.

H. E. Vincent, western traveler for the Simpson, Hall, Miller & Co. plant of the International Silver Co., has left on a trip in Illinois.

Max Noel, with the Stein & Ellbogen Co., Chicago, is back from a western trip.

F. M. Sprochnle, of Sprochnle & Co., Chicago, has returned from a trip in the northwest.

H. G. Nye, manager of the Chicago office of C. Rogers & Bros., visited St. Louis, Kansas City and Denver last week.

F. H. Smith, of the Geneva Optical Co.; Mr. Pierce, Bay State Optical Co., and Mr. Hill, Chicago Case Co., have returned to Chicago after a trip together in California.

Geo. Gubbins, Chicago representative of the Illinois Watch Case Co., won a fine $150 music box at a raffle last week, and now his favorite air is, "Hustle for What You Get."

The following traveling men have visited Columbus, O., dealers within the past few days: Henry Fein, L. H. Keller & Co.; D. Schwab, L. Adler & Son; Wallace E. Welch, Welch & Miller; V. L. Burgesser, Krementz & Co.; Emanuel Jacobson, Jacobson Bros.; A. L. Fuller, Towle Mfg. Co.; W. H. Gregory, Strobell & Crane.

Traveling men visiting Boston, Mass., the past week included: H. B. Beach; H. W. Dunham, International Silver Co.; Edward Simons, Simons, Bro. & Co.; J. Leonard Snow, Snow & Westcott; George W. Read, William B. Kerr & Co.; Otto Wolff, Neresheimer & Co.; Charles L. Power, Ludeke & Power; Alex. W. Patterson, Earl Belt Co.; Benjamin Griscom, Bippart & Co.; Edmund E. Robert; M. Adler.

Among the representatives of eastern houses in Chicago recently were Silas Pickering, Shoemaker, Pickering & Co.; Frank F. Gibson, for Wm. Kinscherf; A. J. Sherrard, Enos Richardson & Co.; R. Metcalf, R. Blackinton & Co.; Walter Shute, Day, Clark & Co.; Rudolph Noel, Albert Lorsch & Co.; Edwin L. Mumford, Waite, Thresher Co.; Simon Goldsmith, Solidarity Watch Case Co.; Mr. Barbour, Plainville Stock Co.; Mr. Pierce, Bay State Optical Co.

The jewelers at Indianapolis, Ind., were called upon last week by the following traveling representatives: I. W. Smith, Horton, Angell Co.; E. E. Stockton, E. Ingraham Co.; Walter Strauss, Jacob Strauss & Sons; E. Lange, P. W. Lambert & Co.; J. Chas. Becker, Joseph Fahys & Co.; Mr. McQuillan, Hodenpyl & Sons; C. H. Christ, The Pierce & Parker Mfg. Co.; Herbert W. Van Houten, for C. Sydney Smith; J. S. Platt, Theodore W. Foster & Bro. Co.; Mr. Fay, New Haven Clock Co.

W. A. Weichmann, representing Frank W. Smith, Gardner, Mass., is visiting the Pacific coast trade with a line of silver goods. He reports business very satisfactory with bright prospects throughout the northwest. F. D. Newburger, representing R. Blackinton & Co., North Attleboro, Mass.; Sidney Weinshenk, representing Alphonse Judis, San Francisco, and Geo. A. Brown, representing A. I. Hall & Son, San Francisco, also interviewed the jewelers of Portland, Ore., the past week.

The following traveling salesmen recently passed through Detroit, Mich.: Mr. Sideman, Redlich & Co.; C. M. Dillon, Meriden Cutlery Co.; A. M. Brinckle, for J. S. O'Connor; F. H. Allen, D. Wilcox & Co.; T. E. Bowne, E. Ira Richards & Co.; Mr. Smith, Smith & North; A. W. Levy, Byron L. Strasburger & Co.; Walter Shute, Day, Clark & Co.; F. R. Krugler, H. A. Kirby Co.; Mr. Holzinger; J. N. Beckwith, Beckwith & Grant; F. L. Baker, Hayden W. Wheeler & Co.; A. W. Ware, A. W. Ware & Co.

Among travelers in St. Louis, Mo., last week were: A. S. Wormood, Illinois Watch Co.; Richard Merker, Bates Bros. Co.; C. N. Perley, Alling & Co.; Chas. B. Bartlett, Whiting Mfg. Co.; Geo. A. Stockder, J. D. Bergen Co.; Wm. Matschke, A. Joralemon & Son; W. H. Bryant, T. G. Hawkes & Co.; A. Marschuetz, Spencer Optical Mfg. Co.; L. W. Melchor, F. A. Hardy & Co.; M. Baum, Rothschild Bros.; Wm. Pfleuger, Jos. Noterman & Co.; Chas. DeWoolf, Landers, Frary & Clark; E. Lange, P. W. Lambert & Co.; A. L. Reach, F. H. Noble & Co.; Jos. S. Frank, Sussfeld, Lorsch & Co.; H. Herman, Vom Cleff & Co.

Representatives of eastern houses in the Twin Cities the past week were as follows: Fred. Foster, Unger Bros.; Harry Bliss, Krementz & Co.; Frank Horton, Carter, Hastings & Howe; Mr. Seligsberger, Adelphi Silver Plate Co.; Mr. Jacobs, Homan Silver Plate Co.; Mr. Wilcox, Meriden Silver Plate Co. and Rogers, Smith & Co.; Mr. Wise, for J. J. Cohn; N. Wolf, for S. Lindenborn; Mr. Rosenbeck, for Wm. I. Rosenfeld; Mr. Myers, American Spectacle Co.; Mr. Fish, W. J. Braitsch & Co.; M. Wolf, for Fred. Kaufman; Mr. Wolf, for Eisler & Laubheim; Mr. Allen, Rich & Allen Co.; N. Gunzberger; C. Freedberg, Libbey Glass Co.; H. L. Richards, Richards, Hill & Co.; J. M. Morrow, American Watch Case Co.; H. E. Osborn, for E. F. Egginton; H. D. Sherrill, Sinnock & Sherrill; H. W. Van Houten, for C. Sydney Smith.

Representatives of wholesale houses seeking orders in Syracuse, N. Y., the past two weeks included: James G. Magee, C. F. Rumpp & Sons; J. Leonard Snow, Snow & Westcott; Herman C. Schwartz, Larter, Elcox & Co.; Isie Jaskow, Fink, Bodenheimer & Co.; R. T. Supple, Wm. B. Durgin Co.; Mr. Fenton, Wm. L. Gilbert Clock Co.; S. H. Lesser, for David Marx; F. F. Harrison, Queen City Material Co.; W. V. Moore, The Meyrowitz Mfg. Co.; J. N. Beckwith, Beckwith & Grant; B. A. Marsden, for D. V. Brown; A. F. Duval, National Glass Co.; R. H. Schley, Sloan & Co.; E. B. Downs, Hayden W. Wheeler & Co.; H. C. Barnum, Shafer & Douglas; Herman Meyers, Zach. A. Oppenheimer; A. W. Bogart, Waterbury Clock Co.; Mr. Rounds, Hancock, Becker & Co.; Mr.

No. C 4563.

Bug, Enameled, with Pearls. Also made in Solid Gold with Diamond Sunbursts, etc., in special and original designs.

HERE'S THE CHAIN

SEND FOR SAMPLE AND ILLUSTRATED SHEETS.

that has created such a stir in the jewelry trade. All are talking about

THE "IS-A-BELL."

Its popularity is due to many causes. One, its general beauty and attractiveness, and another its great utility.

It can be worn as an "Is-a-Bell," with or without chatelaines; as a combination watch and fan chain, watch and eyeglass chain, as a "Mansfield," a Dickens, or a double strand vest. Pin may be detached and worn as a chatelaine pin, brooch or stick pin. A complete change for every costume.

Made in Plate, 14k. Gold-Filled, Solid Gold and Sterling Silver, with or without chatelaine articles, and in an endless variety of designs.

OUR RIGHTS will BE PROTECTED against all imitators or parties handling imitations.

FACTORY: MANSFIELD, OHIO.

The O. E. BELL CO., Manufacturers and Patentees, Cincinnati, Ohio.

Wile, Buffalo Jewelry Case Co.; T. E. Bowne, E. Ira Richards & Co.; J. Bernheim, C. P. Goldsmith & Co.; H. E. Kingman, Arnold & Steere; Benj. Westervelt, The New England Watch Co.; Charles G. Fliege, John W. Reddall & Co.; A. N. Dorchester, Chapin & Hollister Co.; N. Lichtenstein, Leys, Christie & Co.; D. Zimmern, Zimmern, Rees & Co.; S. Glenn Walmsley, for Hermann Baum; Fred. Gick, Frank M. Whiting & Co.; W. S. Gardner, Bassett Jewelry Co.; E. H. Cox, Sussfeld, Lorsch & Co.; Harry Lessauer, Ingomar Goldsmith & Co.; C. C. Rosenberg, W. H. Terhune & Co.; Alva J. Lasher, Wilcox & Evertsen; C. E. Mott, J. B. Bowden & Co.; Dan F. Pickering; S. Mathez, for E. E. Robert.

Baltimore.

Jacob Castelberg, senior member of Castelberg's National Jewelry Co., is spending a few weeks at Hot Springs, Va.

Frederick Hooker has opened a large wholesale jewelry store at 407 E. Baltimore St. with a full line of jewelry. He makes a specialty of Dueber-Hampden watches.

Welsh & Bro. recently made up a number of solid gold watches and medals to be awarded as prizes at the athletic tournament of the 4th Regt., Md. N. G., and the Maryland Athletic Club.

Robert Castelberg, manager of the Washington store of Castelberg's National Jewelry Co., will spend a few weeks at Atlantic City. During his absence Simon Castelberg, of Baltimore, will have charge of the Washington store.

A colored man giving the name Harry Brown and who claims to be from Washington, was arrested Feb. 15 while trying to sell valuable diamonds to Jacob Rubin, jeweler, 428 N. Calvert St. Books and papers found in his pockets lead the police to believe that the prisoner is the notorious Philadelphia crook "Toady" Banks.

John J. Klencke and George W. Watts, 22 and 20 years of age, respectively, were committed for court Feb. 15, by Justice Caulk, charged with breaking the show window of M. J. Fitzgibbons's store and stealing 40 charms, two bracelets and four rings. In one of Watts's pockets a bag containing watches, chains and charms and plain gold ring was found.

Benjamin M. Winstock, salesman for the Pioneer Jewelry Co., died Feb. 16 at his home, 926 Newington Ave., after a short illness. Mr. Winstock was 65 years of age. He was formerly in business for himself at Greenville, S. C., but had resided in Baltimore for the past 14 years. He was a prominent member of the Masonic fraternity in South Carolina and also belonged to several other societies. He had been with the Pioneer Jewelry Co. for a number of years. He is survived by his

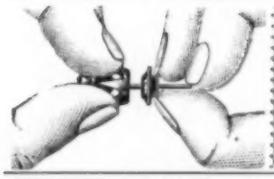
YOU WILL FIND IT PAYS
(especially if you have never seen our goods) to examine our line of
DIAMOND MOUNTINGS
Eisler & Laubheim,
Factory and Office:
87 Maiden Lane,
Cor. Gold St., New York.

. . ALL KINDS OF . .
FANCY WOOD CHESTS
FOR TEA SETS AND FLATWARE.
Silk and Brocade Cases for Silverware and Jewelry.
Canton Flannel Bags and Rolls.

Hebbard & Brother,
860 BROADWAY, - - NEW YORK.

SOMETHING YOU MAY NOT HAVE KNOWN—
THE ONLY DOWNTOWN ART GALLERY.
JAMES RICE, Jr., 14 John Street, Anderson Building, Rooms 41-42.
$20,000
worth of Artistic Paintings which must be sold.
REPRESENTATIVE EXAMPLES OF AMERICAN ART.
A Large Collection of Oil and Water Color Paintings.
Special Prices for works of art which may not be offered again.
Gallery Open from 9 a. m. to 5.30 p. m. daily.

SCARF PINS. REMOVAL. HAT PINS.
We are now located in our new factory, where we are manufacturing a new line of **Imitation Diamond Goods** in the latest styles and finish. Thanking you for past favors and wishing for a continuance of same, we remain, Yours respectfully,
SUMMER, KOTLER & CO.,
BROOCHES. 9 CALENDER STREET, PROVIDENCE, R. I. BUCKLES.



THE WASHBURN
MAGIC NUT,
PERFECTED,
For Ear Studs, Scarf Pins, Studs, &c.
HOLDS SECURELY ON SMOOTH WIRE.
Made in 18k., 14k., 14k. Rolled Plate and Aluminum.
DESCRIPTIVE CIRCULAR ON APPLICATION.
GEO. W. WASHBURN, Sole Manufacturer,
58 Nassau Street, New York.

THE WASHBURN
Safety Catch

OPEN. CLOSED.
FOR BROOCHES.
Can be applied to any work where Pin Tongues are used.

FREUDENHEIM BROS. & LEVY,
Importers of Diamonds,
Manufacturing Jewelers,
Jobbers in American Watches,
54 Maiden Lane, New York.

Ebony. Ebony. Ebony.
IF YOU USE EBONY IN YOUR LINE,
YOU DON'T HAVE TO IMPORT.
We make **Hand Mirrors** in all styles, **Handles** for **Manicure Implements, Whisk Brooms, Lather Brushes, Tea Pots, Tea Strainers,** etc., etc., and are ready to submit samples and prices as low as the imported, if orders are placed now. Goods to be taken during the season.
Import prices until JULY 1st.
All orders placed after that date must be at advanced prices.
J. C. DOWD & CO., 475 Broadway, New York.

Leys Christie & Co.
MANUFACTURERS OF
High-Grade Goods,
65 Nassau St., New York.

Send for Prices and Illustrations of Buckles and Waist Sets.

PULLEY BELT RINGS,
STERLING SILVER,
ANY FINISH,
$4.50
PER DOZEN SETS.

FOUR ENTIRE FLOORS
EXCLUSIVELY DEVOTED TO
THE MANUFACTURE OF....
Jewelry and Silverware Boxes, Trays, Chests, Etc.
Our **SILVERWARE CHESTS** the **best** and **cheapest** on the market. **Can be made** in **24 hours** if **necessary.**
Prices on Special Combinations Cheerfully Furnished.
S. VALFER & CO.,
Send for Catalogue. 33 MAIDEN LANE, NEW YORK.

wife and five children, the children being I. H. and Solomon L. Winstock, of Chicago; Mrs. J. W. Levine, of Ardmore, and Misses Rebecca and Rosa Winstock.

Mr. Rathgen, member of Ferdinand Bing & Co.'s Successors, New York, was entertained at a luncheon by J. Stuart MacDonald, jeweler, at the Merchants' Club, Feb. 14.

Col. Theodore Lang, after spending $250 for repairs to the large clock in the dome of City Hall, has decided to replace it with a new clock which is to be run by electricity, and also 30 others to be run by the same power for the City Hall. The firm that gets the contract for these clocks will also get the contract for furnishing the new court house with about 150 clocks.

Boston.

The New England Association of Opticians held their February meeting last evening.

L. W. Bugbee, of the Southbridge Optical Co., was a visitor at the optical establishments of the Hub the past week.

The store corner of Washington and Hanover Sts. is undergoing alterations and will be occupied by Ezra E. Rubin, retail jeweler, now on Green St.

Treasurer Royal E. Robbins, of the American Waltham Watch Co., and his son, Reginald C. Robbins, have gone to Lakewood, N. J., for a brief mid-Winter outing.

Buyers in Boston the past week included: C. J. Hubbard, Ludlow, Vt.; J. R. Noyes, Clinton, Mass.; A. F. Schambier, Somersworth, N. H.; George Drew, Lewiston, Me.; F. P. Fisk, Epping, N. H.

Charles Harwood, of Harwood Bros., who has been convalescing slowly from his severe attack of pneumonia, heretofore reported, has progressed so far toward recovery that it was deemed safe on Friday last to permit his removal from his Summer residence at Swampscott to the suite usually occupied by the family in the Winter at the Parker House.

The first floor store in the Jewelers building, now occupied by the Montana Diamond Co., whose lease expires this month, will be occupied shortly by a tailoring concern, and the premises heretofore occupied by the tailors at 602 Washington St. will be taken by Clough & Thayer, late partners of Alvin T. Morrill, of Morrill Bros. Co., where they will engage in retail business.

Another change is said to be pending in the Wilson jewelry establishment, Tremont Row. Edward Wilson, who succeeded to the business of Wilson Bros., will dispose of his equity therein, it is reported, to his brother, George Wilson, who will have sufficient financial backing to meet the final note about to mature and also to continue the business. Edward Wilson will remain, not as a partner but in a managerial capacity in charge of some departments of the concern. The balance due to creditors on the old note accounts connected with Wilson Bros.' assignment is about $26,000.

At the business session of the annual meeting of the Boston Jewelers' Club, Feb. 13, plans for the annual ladies' night banquet were considered, and discussion

brought out the suggestion of a change from the programme of previous years. It was proposed that a day's outing, or possibly a trip to the mountains for two or three days early in the vacation season, be considered in lieu of the usual ladies' night entertainment, and the matter was referred to the executive committee, who will report later on the subject.

J. M. Bird, jeweler, Feb. 14, recovered $1 from John P. Morris, a money lender, in his suit for alleged malicious prosecution, tried before Judge Maynard in the Superior Court, and spent a large sum of money in lawyers' fees, etc., to get the verdict. Mr. Bird claims that Mr. Morris and his counsel, J. H. Cotton, caused his arrest and prosecution upon the charge of perjury. Upon this complaint Mr. Bird was tried in the Charlestown District Court and acquitted.

Connecticut.

The annual statement of the Burns Silver Co., Bridgeport, is as follows: Capital, $91,800; officers: Samuel A. Burns, president and treasurer; Charles A. Cook, vice-president; William S. Silver, secretary. Edgar W. Bassick and William B. Reed are on the board of directors.

The annual meeting of the Valentine-Linsley Co., Wallingford, was held Feb. 14. These are the directors elected: F. A. Wallace, C. W. Leavenworth, C. D. Morris, F. W. Morris, Noah Linsley. The directors elected these officers: Clifford W. Leavenworth, president; Charles D. Morris, treasurer; Noah Linsley, secretary.

At the hearing before Clerk Marvin, of the United States court at Hartford Feb. 13, on the damages resulting from the burning of the Bridgeport steamer, *Nutmeg State*, damages to the amount of $21,966.78 were asked for. The largest claim was that of the Waterbury Clock Co. for $7,432. Clerk Marvin's report was forwarded to Judge Townsend.

Last Wednesday night G. S. Moshier's jewelry store, New London, was entered, but the burglars secured very little of value. Mr. Moshier said Thursday morning that all he could learn missing were a card of cheap stick pins, a cheap chain costing about 60 cents, and a few other smaller articles. The aggregate value of the lot would not amount to over $5.

The annual meeting of R. Wallace & Sons Mfg. Co., Wallingford, was held last week. The directors chosen: Frank A. Wallace, Henry L. Wallace, Walter J. Leavenworth, Wallingford; George M. Wallace, New Haven; Frederick P. Wilcox, New York; George M. Curtiss and George Rockwell, Meriden. For the officers these were elected: Frank A. Wallace, president; Walter J. Leavenworth, treasurer; Henry L. Wallace, secretary; Clifford W. Leavenworth, assistant treasurer; Chas. D. Morris, superintendent.

A partnership petition in bankruptcy of Frederick W. Mayer and Maurice A. Mayer, of New York, and James J. Grace, of Hartford, was filed Thursday in the United States District Court, at Hartford. They formerly conducted a jewelry store in that city under the firm name of Mayer, Grace & Mayer. The liabilities are $7,614.30, with no assets. Frederick W. Mayer owes personal debts, outside of the partnership, amounting to $39 to F. H. Cusick for merchandise. On Aug. 6, 1897, Mayer, Grace & Mayer made an assignment and paid their creditors about 11 cents on the dollar.

The strike at the factory of the Waterbury Clock Co., Waterbury, was settled late last Wednesday and all the men returned to work next morning. The strike was precipitated a week previous when 100 adjusters went out. A committee of the strikers and Irving H. Chase, secretary of the company, held a conference last Wednesday that lasted for over three hours, and when the result was reported to the union the strike was declared off. The conditions of the new arrangement were not given out for publication, but it is said that neither party to the strike claims an out-and-out victory, that both sides made concessions and both won many points.

Among the new goods produced by C. F. Rumpp & Sons, 5th and Cherry Sts., Philadelphia, Pa., are beaded bags. The frames are of sterling silver, leather covered, and are provided with the improved opening device for which the firm hold a patent.

Novelties
in
China, Glass,
Bronze and Silver
for
Import Orders.

LE BOUTILLIER & CO.
18 East 17th St., New York.

The Standard Trading Corporation
LIMITED,
24 CURSITOR ST., LONDON, E. C.,
SPECIALLY ADAPTED FOR PUTTING QUANTITIES ON THE MARKET,
Wishes to hear from jewelry manufacturers desiring to increase business and ship to England.
Spot Cash for All Orders.

The
Mercantile National Bank
OF THE CITY OF NEW YORK,
BROADWAY AND DEY STREET,
Solicits Accounts from the Jewelry Trade.

HEADQUARTERS FOR JEWELERS' AND SILVERSMITHS'
MACHINERY
DROP PRESSES, FOOT PRESSES, SCREW PRESSES, POWER PRESSES, ROLLING MILLS.
WESTERN OFFICE, MERCANTILE BANK BLDG., CLEVELAND, OHIO.
MOSSBERG & GRANVILLE MFG. CO., PROVIDENCE, R. I.
NEW YORK OFFICE, 126 LIBERTY ST.

Providence.

William H. Waite, of the Waite, Thresher Co., is at Asheville, N. C., and Herbert Capron is at Jacksonville, Fla.

Summer, Kotler & Co. have succeeded Summer & Kotler. A. Scheiner has been admitted to the firm, who have removed to 9 Calender St., top floor.

Thomas E. Carpenter, a well known manufacturing jeweler, has withdrawn from the trade and is now engaged in the manufacture of cigar making machines.

Goldsmith & Harzberg is the name of a new firm at 43 Sabin St. Mr. Goldsmith was formerly with William Lowe and Mr. Harzberg with the Golden Rule Department Store, St. Paul.

Sanford, Bodwell & Co., manufacturers of leather goods for jewelers' use, have gone out of the business and their stock and tools have been purchased by the Livermore & Knight Co.

A slight fire in E. E. Hosmer's jewelry store, corner of Franklin and Westminster Sts., called out the fire department Saturday morning. The cushion of a stool was ignited in some way, and an alarm was rung in. The blaze was extinguished before the arrival of the firemen.

Articles of incorporation of the Jewelers' Protective Union, No. 7,607, have been filed at the office of the Secretary of State. According to the articles the union is formed for social and beneficial purposes. The incorporators are Bernard Rogers, Dennis E. Donovan, Dennis P. Murphy, Thomas E. Lynch, Frank R. Creamer. This is the organization composed of the working jewelers and was formed some little time ago.

Several weeks ago considerable silver was missed from the stock at the establishment of Theodore W. Foster & Bro. Co., and an investigation was immediately begun. It resulted in the arrest of Frederick Farwell, of Pawtucket, on Friday night. Farwell is charged with stealing silver scraps and stock valued at $40 from the establishment. Farwell was in charge of the stamping department. He was bound over to the Grand Jury in the sum of $300.

Suit has been brought by Thomas Dwyer against the Mossberg & Granville Mfg. Co. on account of injuries he received while in the employ of the company. Last August he was employed as a blacksmith, and his work necessitated his making use of a steam hammer. He charges that through the negligence of the company he was injured by the hammer falling on his hand and crushing it. He lost one finger and the usefulness of three others on the left hand. Hence the suit.

Our Many Friends

realize and appreciate our foresight in storing up a large stock of our special movements, so many of the regular grades being now unobtainable anywhere.

Specials and Regulars

are here in our safes in large quantities. Don't wait to be disappointed elsewhere, but order from us first.

THE RESULT WILL PLEASE YOU.

C. G. ALFORD & CO.,

195-197 Broadway,

February 21st, 1900. NEW YORK CITY.

The Attleboros.

Howard T. Bates, with C. M. Robbins, has returned to the office after a period of illness.

William H. Blake, partner and salesman of the James E. Blake Co., started Friday for a tour of the west with his sample case.

Arthur Macdonald, engraver, has added a new department to his business, and from now on engages in the making of book plates.

Robert W. Myers, the new western salesman for the Watson & Newell Co., started last week on his first trip to his new territory.

Mrs. Sidney O. Bigney, of Attleboro, lost her mother, Mrs. Benjamin Stevens, by death Friday. The funeral was held Sunday from Mr. Bigney's residence.

Sidney O. Bigney, of S. O. Bigney & Co., was a generous contributor to the Attleboro fund for the relief of widows and orphans made in England by the Boer bullets.

W. E. Philbrick, of Haverhill, was among the buyers who visited the Attleboros last week. A. B. Huggins, for A. I. Hall & Sons, San Francisco, was another.

Investigation among the Attleboro manufacturers discloses but one house planning to send an exhibit to Paris, the Bay State Optical Co. The recently patented pince-nez guard, devised by two employes of the house, will be exhibited in conjunction with the exhibit of a western concern.

J. M. Fisher & Co., Attleboro, received an order last week from G. Dracondaidis, of Athens, Greece. It is the first direct European order an Attleboro house has had for years. As the order was not one in Mr. Fisher's line he gave it all publicity and offered to any house wishing the chance to open negotiations with the Greek.

William P. Stowe is to cease his travels in the interest of the W. H. Wilmarth Co. He retains his partnership in the firm but will transfer his residence to Rhode Island and no longer carry the grip. He has taken with him on the trip he is making now G. Fred Perry, who will succeed him. Mr. Stowe has been for years one of the oldest and most successful travelers from the Attleboros. Mr. Perry is one of the youngest and most successful.

The Daggett Jewelry Co. have a force of men busily at work putting in working order the plant of the defunct firm of D. D. Codding & Co., which they have purchased. It is on the fourth floor of the Union Power building, North Attleboro, and the Attleboro concern bought at private sale the entire outfit through Francis G. Pate, of F. G. Pate & Co., the trustee. The Attleboro plant of the Daggett concern will be moved into the same place, and for the present at least it will be a North Attleboro house. It is reported that after a time when suitable quarters are possible to get, the house will move down to Attleboro.

The present term of the Bristol County (Mass.) Superior Court will contain on the docket the cases against Eugene and

Clarence Skinner, the old and trusted jewelers, whose wholesale peculations resulted in their capture red-handed. They stand charged with breaking and entering the factory of C. A. Marsh & Co. and with larceny from that shop and from the shops of the Bay State Optical Co., the Attleboro Mfg. Co. and the W. H. Wilmarth Co. Local petitions for clemency have been circulated and public interest has been quite strong.

Carl V. J. Christensen has been put in as trustee of the Curtin Jewelry Co. business, and will run it until arrangements for a settlement are concluded between the parties interested. As the value of the assets depended on the business being continued the committee in whose hands the choice of a man was left found their task no light one. As the man easily most familiar with the mail order jobbing business of all the Attleboro jewelers, Arthur E. Rhodes, of Rhodes Bros., was suggested, but he refused to accept the responsibility, as his own firm are experiencing a very gratifying rush. After approaching several, Mr. Christensen, the manager of the United States Automobile Truck Co., was secured. A satisfactory settlement is still in the future, and another meeting to look into the matter is called for Friday of this week.

The Spring municipal campaign in Attleboro this year is one in which the residents are taking a deep interest, and there is an unusual amount of partisan feeling displayed. At the meeting of the Republican Club on Friday night there was a big and important session, and for the first time in its history the association made public announcement of the "slate" which it will support at the party caucus. Jewelers received nominations in a large number of cases, Major Everett S. Horton, of the Horton, Angell Co.: William H. Garner, of the Dunbar, Leach, Garner Co.; David E. Makepeace, of D. E. Makepeace & Co.; Charles M. Robbins, of C. M. Robbins & Co.; Charles P. Keeler, of McRae & Keeler; Herbert A. Clark, of the Horton, Angell Co., and Hiram R. Packard, of the Daggett & Clap Co., being thus honored.

Attleboro is steadily gaining in the number of her business enterprises. Last week James A. Bartlett & Co. moved to town from North Attleboro. Mr. Bartlett, a manufacturer of a patent spring swivel, has been located for months in the Freeman building, Robinsonville. He has taken quarters on Maiden Lane, Attleboro, in the rooms formerly occupied by Spier & Coles before their removal, mentioned in last week's issue. Another firm for Attleboro will be the Howard, Mason Co., also occupants of the Freeman building. They have hired a section of the new S. O. Bigney building, and will move in in about four weeks, when it will be fully fitted up with new apparatus and machinery. The rush of the jewelry shops and the failure of Attleboro to provide adequate dwellings for the thousands of operatives, despite the 100 houses built in 1899, have led a prominent Hyde Park contractor and builder to arrange to open a branch here in the Spring. He sees a chance for the building of between 100 and 200 dwellings and a few new jewelry shops in town this Summer and means to take advantage of the boom.

Lancaster, Pa.

The stockholders of the Hamilton Watch Co. Feb. 13 elected the following board of directors: Charles D. Rood, William Z. Sener, P. T. Wath, J. W. B. Bousman and H. M. North.

On Monday L. C. Reisner & Co. opened their new, handsome suite of offices at 111 S. 8th St., Philadelphia. The store fixtures, counters, cases, etc., are immense, handsome affairs, made of curly ash and finished in the natural wood. The business of the firm, which has increased greatly the past year, necessitated the new move and their trade will receive the benefit of the new enterprise.

Jewelers' Gold Bars Withdrawn and Exchanged.

Week Ended Feb. 17, 1900.

The U. S. Assay Office report:

Gold bars exchanged for gold coin	$245,219 88
Gold bars paid depositors	215,510 98
Total	$460,730 86

Of this the gold bars exchanged for gold coin are reported by the Sub-Treasury as follows:

Feb. 12	Holiday
" 13	$36,469
" 14	63,410
" 15	56,862
" 16	71,467
" 17	31,154
Total	$259,362

Averbeck & Averbeck, 19 Maiden Lane, New York, have just issued a catalogue illustrating their new lines of rings, scarf-pins, brooches, charms, bracelets, chains and silver novelties. The catalogue is provided with an index; each article illustrated is briefly described, and the price is given in connection with the index, so that the illustrations may be shown to customers without disclosing the price.

What More

can the retail jeweler want than to get the best value for his money, receive valuable assistance in selling his goods, free advertising matter, and be backed by a reliable guarantee from a reliable manufacturer? The **Bell Gold-Filled Watch Cases** are sold to the retailer direct. It is the legitimate retail jeweler's interests that we study. We have several ways of helping him, all of which will increase his watch-case sales wonderfully. Write for particulars.

No. 1842.

Any emblem or monogram, plain or engine-turned, made to order for from 25 cents to $1.00 over price of plain polished case.

Always remember the "Bell Special," the best filled case it is possible to make—guaranteed for 35 years.

BUY OF THE MAKER.

The Bell Watch Case Co.,

CINCINNATI, OHIO.

DON'T FORGET THE JEWELERS' CIRCULAR PUBLISHING CO.'S BOOK LIST when in want of any technical work in the Jewelry or Kindred Trades.

DEITSCH BROS.,

MAKERS OF FINE LEATHER GOODS,

ALSO

IVORY, EBONY AND SHELL,

14 East 17th Street, NEW YORK.

Philadelphia · 1876
Four First Prize Medals

Cincinnati 1860
Two First Prize Medals

Atlanta · 1881
First Prize. Gold Medal

London · 1885
First Prize. Gold Medal

Cincinnati · 1880
First Prize · Gold Medal

Chicago 1893
Seven Medals and Diploma

Sydney 1879
First Prize · Gold Medal

Melbourne · 1880
First Prize · Gold Medal

Paris · 1878
First Prize · Gold Medal

New Orleans 1885
Five First Prize Medals

WALTHAM WATCHES

have received the highest awards wherever exhibited.

THE JEWELERS' CIRCULAR AND HOROLOGICAL REVIEW. AND THE JEWELERS' WEEKLY. CONSOLIDATED

PUBLISHED EVERY WEDNESDAY BY
THE JEWELERS' CIRCULAR PUB'G CO.,
CORBIN BUILDING, 11 JOHN ST., COR. BROADWAY, NEW YORK.
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A JOURNAL DEVOTED TO THE INTERESTS OF JEWELERS, WATCHMAKERS, SILVERSMITHS, ELECTRO-PLATE MANUFACTURERS, AND ALL ENGAGED IN KINDRED BRANCHES OF INDUSTRY.

Member of the American Trade Press Association

Our editorial columns will contain our own opinions only, and we shall present in other columns only what we consider of interest or value to our readers. Advertising matter will not be printed as news.

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Among the places in Europe where it is on file are the following:

LONDON—First Ave. Hotel, Holborn, E. C.; Holborn Viaduct Hotel, Royal Hotel.
PARIS—Hotel de L'Athene, Rue Scribe.
LEIPZIG—Handels-Zeitung für die gesamte Uhren Industrie.
BERLIN—Deutsche Uhrmacher Zeitung, Jager Strasse, 73.
GENEVA—Journal Suisse D'Horlogerie.
AMSTERDAM—Continental Club, Hotel Amstel.
ANTWERP—Diamond Club, Rue de Pelican.

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A Cankering Abuse that Should Be Stopped.

AN enterprising jewelry firm, in a letter to the editor published in another column of this issue, calls attention to an abuse in the trade which, like a cankering sore, will, if not speedily cured, eat its way throughout the body of the industry. They refer to the practice of some wholesale dealers and travelers for wholesale houses selling goods to individuals outside the trade, at wholesale prices. This is an old subject for complaint upon the part of the retailers, and they have been, are and always will be entirely justified so long as the abuse continues in any form. Our complainants remark that there are many points connected with this subject that an able writer could bring out; but it does not require the least ability upon any one's part to enable him to discern some of the ramifications of this evil practice. The purchases referred to, if the buyers did not have the opportunity to make them from the wholesalers or travelers, would perforce be made from the natural dispensers, the retailers. But this direct loss to the retailers is not the principal result of the operation of this evil. It is so much more than likely that it may be stated as a certainty that these favored buyers will boast to their friends and to others with whom they come in contact that they purchased such and such a watch or jewel or other article at wholesale, "saving — per cent." Thus begins a price demoralizing process which spreads in geometrical progression and is accompanied by a constantly increasing demand from the public to get their jewelry at wholesale prices. As this abuse extends to lines besides that of the jewelers, there are many persons who boast that they never buy anything at retail price, but "work the wholesale racket" with everything they want. Many of the best houses are alive to the wrong to the trade produced by this practice, and therefore exercise the strictest vigilance in giving discounts only to bona fide members of the trade with whom they have dealings. Again others, apparently more liberal, really charge the retail price on the goods they seemingly sell at wholesale price. This latter class, we believe, are in the majority, and the principal wrong they do is that they do not charge more than the retailer's price, for a continuous performance of such a practice would be calculated to discourage the pursuers after wholesale price articles. But it is the dealers—and they are many—who carry out the practice in all its evil bearings, who threaten the stability of the trade; and they ought not to be surprised if the retailer, ultimately learning of their double dealings, gives them a cold and unresponsive reception when they endeavor to sell him their goods.

Relief of Kimberley and the Prices of Diamonds.

FOR the terrible drama of war now being played in South Africa, the diamond city of Kimberley has been one of the principal theaters. On Oct. 20 last the Boers made their investment of the place effective, and thus it remained till Feb. 15, a period of 118 days. On the later date, by an effectually accomplished turning movement of the British forces, the city was reached by a flying column, with the result that the Boers dispersed in various directions, leaving the British masters of the situation, so far as Kimberley was concerned. It is not, however, in the military maneuvers of the opposing armies that the trade is directly interested, but rather the effect upon the diamond market that will be produced by the relaxation of the tension of besiegement of this main source of supply. What this effect will be may be gathered from the opinions published elsewhere in this issue of THE CIRCULAR-WEEKLY, obtained from cutters and importers who are in a position to know. It is unanimously claimed that no relaxation of the high prices is possible. The Rough Syndicate are still masters of the situation, and it will be to their interest to maintain the high level of prices, though they may soon be able to place large assortments before buyers. The great fear among the diamond trade that the Boers would flood the market with cheap diamonds if they succeeded in taking the city is now dissipated, and the trade will soon be in its normal buying condition.

LETTERS TO THE EDITOR.

RETAIL SELLING AT WHOLESALE PRICES.

SAGINAW, Mich., Feb. 9, 1900.

Editor THE JEWELERS' CIRCULAR WEEKLY:

We would like to see a good, stiff letter in your paper in regard to wholesalers and traveling men selling goods at wholesale prices to their friends. The retailers buy thousands of dollars' worth of goods from the wholesalers, who, if they happen to meet a man on shipboard or elsewhere, invite him to visit their salesroom and sell him any article he may want at the same price the retailer pays, when, in all probability, the customer would have purchased from the home retailer had he not been invited by the wholesaler (who really owes his large business to the retailer). The trouble does not end here. The customer not only does not want to buy from a retailer again, but tells his friends the prices he gets, and they in turn try to buy from the wholesaler or dictate to the retailer the prices at which articles can be bought. It seems to us if these things continue all wholesale houses will sell direct to the consumer, or, in other words, the trade will reduce to the manufacturer and retailer. There are a great many points on this subject which can be brought out by a good writer and we would like to see it well aired in your paper, which we have taken a long time, but have never seen anything on this subject in it. Yours truly,

BROWN & GRANT.

A GRACEFUL ACKNOWLEDGMENT.

LOS ANGELES, Cal., Jan. 31, 1900.

Editor THE JEWELERS' CIRCULAR-WEEKLY:

Please accept our thanks for the manly, straightforward way in which you have so generously and kindly made right the wrong your Pacific coast correspondent did to the Los Angeles jewelers in your issue of Jan. 3.

You have been more than just and generous. Yours respectfully,

MONTGOMERY BROS.

The Duty on Drilled Pearls.

Judge Lacombe Sustains the Board of Appraisers that They Are "Non-Enumerated Manufactured Articles."

The suit brought by Tiffany & Co. against the United States Government which involves the question of the classification of drilled pearls under the present tariff act, came up for trial Monday and yesterday before Judge Lacombe, in the United States Circuit Court, New York. This action is in the form of an appeal from the decision of the Board of United States General Appraisers, overruling Tiffany & Co.'s protest against an assessment of 20 per cent on an invoice of pierced or drilled pearls. The opinion of the Board in this case has twice been published by this journal.

The points in the suit are briefly as follows: The present tariff law, Par. 436, provides a 10 per cent duty for "pearls in their *natural state*," while 60 per cent is provided for "pearls strung." When Tiffany & Co. imported an invoice of pearls, drilled but not strung, there was no specific provision under which they could be classified except Par. 436 for "pearls in their natural state" or Sec. 6 providing 20 per cent duty for "non-enumerated manufactured articles." The Collector classified the merchandise under the latter provision and was sustained by the Board of Appraisers, while Tiffany & Co. claimed the goods should come under the former and took an appeal to the United States Circuit Court.

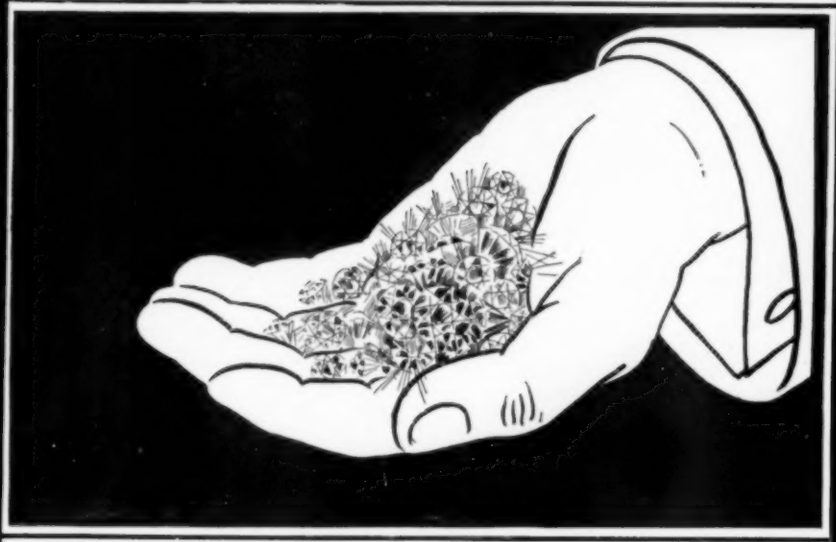
The importers contended that the drilling of the pearl did not change its appearance, shape, luster or other characteristics and did not advance it in condition or value. On the contrary, they contended that the drilling, which costs but a few cents, more often depreciates the value of a pearl than advances it. Drilling, they claimed, was done in all ages and climes as a convenience for carrying the pearls about; and as drilled and undrilled pearls were sold side by side in the market as simply *pearls*, therefore, commercially speaking, drilled pearls were as much in their natural state as if undrilled. This argument was advanced in detail by Wm. B. Coughtry, counsel for the importers, while Assistant District Attorney Platt, on behalf of the United States, argued that since "pearls in their natural state" was not a commercial designation, the words of the tariff act must be construed literally and that, therefore, any change of or work upon the pearls, no matter whether it increased or decreased their value, took them out of their natural state. Counsel for both sides read to Judge Lacombe the testimony of Geo. F. Kunz and Jas. B. Cary before the Board of United States General Appraisers, and also the testimony of Mr. Kunz, Mr. Cary, Mr. Howard, Mr. Benedict, Gen. Mindil, Mr. Smith, Mr. Marcus and others, recently taken to be introduced in this trial. In brief the trend of this testimony was to the effect that commercially, drilled and undrilled pearls were considered by the trade as being the same articles and were sold side by side as *pearls*, but that drilling tended to decrease rather than increase the value. All, however, admitted that the words "natural state" were not used as a commercial designation for either kind of pearls.

At the continuation of the argument yesterday morning Mr. Coughtry urged the point that it was undoubtedly the intention of Congress that all gems—pearls, diamonds and precious stones—should pay the same rate, *i. e.*, 10 per cent, as this was proved to be the highest rate of duty that could be collected without encouraging smuggling. It was, therefore, not reasonable to suppose that drilled pearls which have the same uses and value as whole pearls should pay twice the duty of the latter.

Assistant District Attorney Platt confined his argument to the exact meaning of the Par. 436 and the words "pearls in their natural state," saying that there was no different meaning given to the phrase, commercially, than the ordinary accepted meaning of the words. Therefore any work upon the pearl, whether it advances or depreciates its value, does advance it in condition and takes it from its "natural state." The intention of Congress could not be taken into consideration, as there was no ambiguity in the phrase. He also urged that, inasmuch as the merchants who testified all said that "in their natural state" was not a commercial designation, their testimony as to its meaning in the trade was worthless.

At the end of the argument Judge Lacombe delivered an oral opinion deciding the case in favor of the Government and against Tiffany & Co. In the course of his remarks he said that the question as to the commercial meaning of the phrase "pearls in their natural state" is of no assistance in the disposition of the case. * * * * The phrase was coined by Congress and was wholly unknown in the trade at the time. * * * * The Courts must, therefore, take the words in their ordinary meaning, in which sense Congress used them. The selection of the phrase by Congress was unfortunate as it leaves the higher duty to be paid by articles of lower value, but with that the Court had nothing to do. After reviewing the former tariff acts and their clauses relating to pearls Judge Lacombe said that it was evidently the intention of Congress in the present one to cover all kinds of pearls, but they had not done so. As the articles could not properly be classified under any of the pearl schedules the only thing that covered them was Sec. 6 providing for "non-enumerated manufactured articles" at 20 per cent. The decision of the Board of United States General Appraisers was, therefore, affirmed.

FIRST HANDS



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Assignment of M. J. Paillard & Co.

Gustav Otto, doing business as M. J. Paillard & Co., dealers in music boxes, 680 Broadway, New York, made an assignment last week, without preference, to John E. Brodsky.

The cause of Mr. Otto's assignment as M. J. Paillard & Co. is said to be the assuming of the indebtedness of M. J. Paillard & Co., and also that foreign music boxes had now to compete with those of American make. As to F. G. Otto & Sons, of Jersey City, he expected that they would come out all right.

New York Notes.

Goldsmid & Co., retail jewelers, are about to discontinue their business at 452 Columbus Ave.

Jung, Staiger & Klitz, manufacturing jewelers, will remove this week into their new quarters at 1 Maiden Lane.

S. & B. Lederer Co. will remove some time before May 1 from the sixth to the fourth floor of the Corbin building, 11 John St.

W. W. Fairchild, watchmaker for the trade, 176 Broadway, left Saturday for the coast of Florida, where he will remain about three weeks.

C. S. Raymond, of C. S. Raymond Sons, Kansas City, Mo., was in New York last week, visiting the creditors of his firm and endeavoring to obtain a settlement of their affairs.

Jacques L. Mayer, for many years a diamond broker of this city, has gone into the real estate and insurance business and has established an office at 9-13 Maiden Lane.

S. D. Binge, in the New York office of S. & B. Lederer Co., is receiving the congratulations of his friends on his marriage to Mrs. Fannie Arnstein, of Montreal, Can.

C. J. Mann, for the last eight years traveler for Herman & Co., Chicago, has taken a position with S. Lyons, 14 Maiden Lane, and will soon greet his old friends on his former routes.

Leigh Tannenwald, the former confidential clerk of E. M. Bracher & Co., wholesale jewelers, 68 Nassau St., who was accused by his employers of larceny, recently pleaded guilty to this charge in the Court of General Sessions, and was sentenced to the Elmira Reformatory.

The Gorham Mfg. Co. will give a private view to-day of a number of representative examples of their products, which have been especially designed for display at the Paris Exposition. The exhibit will be made by the Gorham Co. in the State Apartment banquet hall of the Hotel Waldorf-Astoria, and will be open day and evening until Friday night.

W. G. Pollack, Wm. L. Pollack and Samuel Blatt, who composed the firm of W. L. Pollack & Co., now defunct, and who recently filed a voluntary petition in bankruptcy, have applied to the United States District Court for a discharge of all their debts. Creditors are notified to appear before Judge Brown, of that court, Wednesday next at 10.30 o'clock A. M., and show cause why the discharge asked for should not be granted.

Israel De Roy & Son, jewelers, 222 Fifth Ave., Pittsburgh, Pa., will about March 1 enlarge their quarters for the purpose of opening an optical department which will be one of the best equipped among the jewelry stores of that city. This optical department will be under the charge of Samuel De Roy, who has just finished a full course in optics under an instructor in this city, and who has returned to Pittsburgh a fully qualified optician.

B. Eckstein & Co., jobbers, 439 Broadway, have offered to settle with their creditors on a basis of 25 cents on the dollar, payable in two equal instalments in 30 and 60 days respectively. In a recent circular to their creditors, this firm gave their liabilities as $7,165.57, the nominal value of their assets as $6,502.63, and the actual value of the same as $4,227.91. The amount of the liabilities includes $5,186 to merchandise creditors and $1,396 for wages and salaries. Of the assets $2,324 is the value of the stock at cost, which is stated to be actually worth but two-thirds of that sum, while a nominal equity in real estate of $3,000 is placed as actually worth $1,500. The open accounts due amount to $801.

Harry Costello, accused of the murder of Geo. Morro, son of a retired Brooklyn jeweler, was tried on that charge last week and set free. The prisoner was accused of shooting Morro after a quarrel early last year. His trial took place before Judge Hurd, in the County Court, Brooklyn, and Thursday afternoon, after all of the evidence in the case for the prosecution was in, Frederick E. Crane, for the defendant, moved to dismiss the case on the ground that there had been no murder proven as alleged in the indictment. Assistant District Attorney Elder said that he had looked over the testimony and there was not enough to convict. Judge Hurd said that he agreed with this view. He discharged the defendant and quashed the indictment.

The Buyers' Association of America will hold their second annual entertainment and reception this evening at Sherry's, 44th St. and Fifth Ave. Although the

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first entertainment and reception, held a year ago, was an emphatic success in every way, that of to-night is expected to surpass the former in every particular. The association has engaged for the programme, which will be given during the early part of the evening, the services of such eminent actors and actresses as Lillian Russell, Marie Wainwright, Mr. and Mrs. Sidney Drew, Virginia Earle, in addition to a number of vaudeville favorites. Among the notable guests expected to be in attendance is Gov. Roosevelt. The association is endeavoring to raise sufficient money to build a home for itself and also to increase its fund for assisting worthy members in distress, and the proceeds of the annual entertainments and receptions are used for this purpose.

I. Emrich & Co., importers of jewelry and novelties, 42 E. 14th St., have rented an additional floor.

A. Kiersky & Co., manufacturers of leather goods, have moved from 835 Broadway to 40 E. 12th St.

A petition of the creditors of Max Permansky, a former jeweler, to have him adjudged an involuntary bankrupt, was granted on Saturday by Judge Brown, of the United States District Court, and the matter referred to N. S. Smith, referee in bankruptcy.

Judge Brown, of the United States District Court, last week adjudged Louis Combremont, dealer in jewelers' supplies, formerly of 45 Maiden Lane, a bankrupt, upon petition of three of his creditors, published in full at the time of its filing, a month ago. Mr. Combremont recently made an assignment to Purdy Van Vliet, and it was upon this act of bankruptcy that the petition of the creditors was granted. His case has been referred to Seaman Miller, referee in bankruptcy.

At the request of the members, the Jewelers' Association and Board of Trade have been getting from various firms an opinion in regard to charging customers with express costs on memorandum packages returned, in cases where the customer did not retain any goods and failed to pay costs thereon. A few of the opinions were recently published on the sheet of the Association and Board of Trade, though these opinions do not appear to be unanimous on either side of the question.

Among the occupants of the Hartley apartment house, 842 Central Park West, in which a bad fire broke out, Saturday night, was Theodore Sander, jeweler, 1278 Broadway. Mr. Sander had noticed a smell of smoke, when he telephoned for a physician about 10 o'clock in the evening, but with his family retired to bed on learning that no flames had been discovered. After the flames broke out, at midnight, Mr. Sander rescued his son, and Mrs. and Miss Sander went down the fire escape and were rescued from there.

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Have Merit—Superiority—Reputation.

9 to 13 Maiden Lane, New York.

The Relief of Kimberley.

The Siege of the Diamond City Raised, but No Relief from High Prices Discernible.

The daily newspapers on Friday morning announced the relief of Kimberley by a flying column of the British forces under Gen. French, and since then the news has been confirmed. The besieging Boer army has entirely left the environments of the city, though telegraphic communication with the place has not yet been restored.

Kimberley had been blockaded for 118 days, the investment having been made effective on Oct. 20 last. During the blockade several sorties were made by the garrison, and in the first, made Oct. 24, some loss was inflicted on the Boers and their commandant, Botha, was killed. As time went on the Boer forces were augmented from the 6,000 that originally began the siege, until they amounted at the least to an estimated 20,000. The advance of the British under Gen. Methuen from the Orange River on Nov. 12 necessitated the detachment of a considerable number of the Boers from round Kimberley to the Modder River and other points south to retard the British advance. Partial stands only were made at Belmont and Enslin, but a full front was shown at the Modder River, which, however, the British successfully crossed on Nov. 28. The attempt to turn the left of the Boer position at Magersfontein on Dec. 11, ended disastrously for the British, and the advance was suspended until a sufficient mounted force could be organized to effect a wider turning movement, which has now been effectually accomplished.

The relief of Kimberley was taken by some New York newspapers as an important factor in the diamond market and many reports were published on the effects of the news. Interviews with some importers and cutters of diamonds in New York showed these newspaper reports as to the effect were greatly exaggerated and in many cases absolutely untrue. While there was undoubtedly some effect, it was more moral than commercial and, although opinions differ as to exactly what the effect is, all diamond merchants agree that the relief of Kimberley can in no possible way be followed by any reduction in present prices of diamonds. A few of the many views expressed to a CIRCULAR-WEEKLY reporter are here reproduced:

Leopold Stern, of Stern Bros. & Co.: "In my opinion the relief of Kimberley will have the tendency to revive the diamond business in Europe and will, therefore, make the market firm here as well as abroad. The conditions in Europe at the present time, owing to the Paris Exposition and other events, are excellent for the diamond people, provided they can get goods, and it looks now as though they could. The diamond trade in Europe has been dormant for some time, but the relief of Kimberley comes just in time for the revival. The effect on the American market will be through the European, and it will be to hold prices firm, and, if anything, the tendency of the market will be upward. The question here will be that of getting the right kind of goods, more than getting them at a price, and this the relief of Kimberley will facilitate; other-

wise I think it has no direct effect on the American market."

Wallach & Schiele: "The effect of the news of the relief of Kimberley, we think, has been good, inasmuch as during the siege there was an uncertainty, which has now disappeared. While the actual effect will not be felt wholly for at least three or four months, or until the first shipment of rough from Kimberley has been received in London, the moral effect will be felt immediately, and will be to make diamond buying a 'business' once more. It will undoubtedly not affect prices."

Oppenheimer Bros. & Veith: This concern believe that it will have no effect whatsoever on the American market, particularly in regard to prices, which they say are bound to stay up. It is too early to judge what the moral effect will be. They do not think that there are any diamonds tied up anywhere in Kimberley, London or in dealers' hands, so cannot see how it would make goods any freer. "One thing," said Mr. Oppenheimer, "you must bear in mind, and that is this, that all the raises in prices were made before the siege, and none since, so it is not logical to presume that the raising of the siege will affect the market."

Chester Billings & Son: "We think that it will have no effect on prices," said a representative of this house, "and don't know of any other effect that it can have at the present time. That it will soon release some rough and that that effect will eventually be felt here we don't doubt, but all that will be in the future, and we know that it cannot mean a reduction, as the Syndicate are thoroughly able to hold up prices. The direct effect as far as we can see will be to make it easier for the cutters to get goods."

Arnstein Bros. & Co.: "The news which showed the British will continue to possess the mines and that the Boers cannot get hold of them is bound to have a strengthening effect upon the diamond market all over the world. We know of no other result that it would have here."

General George W. Mindil, United States Jewelry Examiner: "Morally I think the effect will be good on the diamond trade; it will mean that we will get more diamonds in this country, but I don't think that there will be any change in prices, particularly as there has been no raise by the Syndicate since the siege of Kimberley began."

Said another dealer: "The one good effect I believe which will result from the raising of the siege will be that it will remove uncertainty that has existed in the minds of many dealers as to what would be the result of the Boers capturing the mines. There have been many dealers that have been afraid that this capture would take place and that the Boers, who are hard pressed for money, would put upon the market through America, perhaps, as great a quantity of diamonds as they possibly could get from the mines at any price they could realize. They would not have been able to control the market as the Syndicate do, and this would have undoubtedly caused a slump in the prices."

A. & B.

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When here inspecting the clock line, we would suggest that you also look into the other. There is much of interest to you—we guarantee that.

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Rossi's Patent Safety Catch.

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SIMONS BRO. & CO. 1840

SILVERSMITHS, JEWELERS.

PHILA. NEW YORK CHICAGO

MAKERS OF GOLD AND SILVER THIMBLES.

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Burnett, F. G. 38
Camm Watch Case Co. 56
Chatham National Bank 35
Citroen & Janssens 44
Clark & Coombs 59
Codding & Heilborn Co. 36
Conley & Straight 64
Cook, Edward N. 51
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Courvoisier-Wilcox Mfg. Co. 46
Croselmire, C. F. 38
Cross & Beguelin 19, 34
Crossman, Chas. S., & Co. 39
Crown and Lion Watch Cases 53
Darling, Geo. E. 23
Day, Clark & Co. 14
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Deknatel, J. A., & Son 22
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Dubois Watch Case Co. 54
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Elbassof Bros. & Co. 13
Ellis, F. M., & Co. 56
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Esser & Barry 63
Fahys, Jos., & Co. 15
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Feigenbaum & Schweiger 17
Felson, A. M. 38
Field & Beattie 51
Foster, Theodore W., & Bro. Co. 2
Frankel's Sons, Jos. 17
Freudenheim Bros. & Levy 28
Freund, Henry, & Bro. 38
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Fuchs, Ferd., & Bros. 59
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Goldsmith Bros 43
Goodfriend Bros 11
Goodman & Byck 51
Haack, John 40
Hamilton & Hamilton, Jr. 8
Harris & Harrington 64
Hayward, Walter E. 59
Hebbard & Bro. 27
Hedges, Wm. S., & Co. 10
Heimberger & Lind 59
Henry, Peter, & Co. 48
Hermann & Co. 48
Hooper, Geo. E. 55
Hraba, Louis W. 63
Imperial Mfg. Co. 46
Ithaca Calendar Clock Co. 51
Jacot & Son 59
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Lorsch, Albert, & Co. 64
Malliet, C. G., & Co. 13
Mathey Bros., Mathez & Co. 51
Mauran, John T., Mfg. Co. 47
Mauser Mfg. Co. 10
Mercantile National Bank 29
Mossberg & Granville Mfg. Co. 29
Mossman, J. M. 38
Mount & Woodhull 14
Myers, S. F., Co. 55
Netschert, Frank 40
Noble, F. H., & Co. 48
Omega Watches 2
Oppenheimer Bros. & Veith 9
Oppenheimer, H. E., & Co. 64
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Patek, Phillippe & Co. 10
Phelps & Cary Co. 25
Photo Jewelry Co. 44
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Reichhelm, E. P., & Co. 55
Reisner, L. C., & Co. 3
Revell, A. H., & Co. 64
Rice, James, Jr. 27
Rich, H. M., & Co. 63
Rossi, J. M. 38
Roy Watch Case Co. 54
Rumpp, C. F., & Sons 19
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Schulz & Rudolph 11
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Simmons, R. F., & Co. 5
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Simons, Bro. & Co. 38
Sloan & Co. 14
Smith, Alfred H., & Co. 12
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Spencer Optical Mfg. Co. 51
Standard Trading Corporation 29
Sternau, S., & Co. 24
Stern Bros. & Co. 13
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Summer, Kotler & Co. 27
Sussfeld, Lorsch & Co. 23
Symphonion Mfg. Co. 24
Torrey Jewelry Co. 40
Towle Mfg. Co. 48
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Valfer, S., & Co. 28
Vrieslander & Moreels 9
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Wadsworth Watch Case Co. 52
Wallace, R., & Sons Mfg. Co. 6
Washburn, Geo. W. 28
Weinreb & Merker 25
Weinberg's Detective Bureau 51
Westphal, W. C. A. 38
Wheeler, Hayden W., & Co. 18
Whiting & Davis 25
Whiting, F. M., & Co. 17
Wood, Chas. F., & Co. 64
Wood & Hughes 59
Woods & Chatellier 11
Young, Otto, & Co. 44

FREUND

Known to the Trade for 35 Years

From Maine to the Gulf,
From the Atlantic to the Pacific,
the name of

FREUND

has been known for 35 years as a synonym for fair and square dealing, for carrying attractive goods and for selling them at prices which afford jewelers a good profit. Our facilities and energies have been especially directed towards the improvement and development of our line of jewelry, and we strive constantly to preserve and extend our established reputation as

HENRY FREUND & BRO.,
9-13 Maiden Lane, New York.

The Jewelry House

Special Notices.

Rates 75c. per insertion for notices not exceeding 3 lines (25 words); additional words 2 cents each. If answers are to be forwarded, postage stamps must be enclosed. Two insertions, 15 per cent off; three insertions, 20 per cent off; four insertions or more, 25 per cent off. Payable strictly in advance.

Display cards on this page will be charged at $2.00 per inch for first insertion, subject to same discount as above for subsequent insertions.

Under the heading of SITUATIONS WANTED on this page advertisements will be inserted for One Cent a Word, each insertion, no discount, but no advertisement will be inserted for less than 25 cents. This offer refers to SITUATIONS WANTED ONLY. Payable strictly in advance.

In all cases if answers are to be forwarded, 10 cents extra to cover postage must be enclosed.

Situations Wanted.

WANTED—A position as traveling salesman among the jobbing trade. B. B. Brady, North Attleboro, Mass.

WANTED—A line of gold or silver jewelry to sell on commission; A1 references. Address, "Commission," care Jewelers' Circular-Weekly.

A YOUNG MAN, 22, wishes a position with a wholesale jewelry house as stock clerk or salesman; can furnish good references. Address, N. H., care Jewelers' Circular-Weekly.

FIRST-CLASS WATCHMAKER, salesman and graduate optician; steady position with good firm; very best references and of good address. Address, M., 106 South St., Morristown, N. J.

A TRAVELING SALESMAN, with 10 years' experience, well acquainted with retail and jobbing trade west of Pittsburgh, seeks new engagement. Address, T., care Jewelers' Circular-Weekly.

FIRST-CLASS WATCHMAKER, fair jeweler, engraver and salesman, 20 years' experience; steady position wanted with good house; finest recommendations. Address, Grohman, 30 Alder St., Hartford, Conn.

OPTICIAN, JEWELER and diamond setter desires position with reliable firm, with chance to assist in establishing optical trade; age 24; best of references. Address, "Refraction," care Jewelers' Circular-Weekly.

WATCHMAKER WANTS POSITION to finish trade; understands hard soldering, clockwork, watchwork; wants to learn pivoting and inserting staffs; state wages. "Vanguard," 79 Morris St., Springfield, Mass.

YOUNG MAN of 19 desires to finish trade; have been working at trade 1½ years; can do any kind of clock repairing, jewelry repairing and work some on watches; very best references and of good address. Walter A. Coffman, Warsaw, O.

TRAVELING SALESMAN would like a position with manufacturing or wholesale jewelers; young man, age 23 years, single, good references and knows the business thoroughly. Address, "Salesman," care Jewelers' Circular-Weekly.

EXPERIENCED TRAVELING SALESMAN, 10 years on the road and acquainted with the best trade in the west and middle western States, is open for engagement Jan. 1 to 15; best of references. Address, D. G., care Jewelers' Circular-Weekly.

WATCHMAKER AND SALESMAN, A1, 20 years' experience on fine American and Swiss watches, competent to take charge of repair department, wants position in New York or large eastern city; A1 references. Carl A. Beyer, 424 Beatty St., Pittsburgh, Pa.

Help Wanted.

WANTED, A WATCHMAKER OF ABILITY; no other. Apply to Benjamin J. Mayo, Broad St., Newark, N. J.

WANTED—A man who understands electroplating of different metals. Address, "Electro," care Jewelers' Circular-Weekly.

WANTED—Competent man on French and plain clock work and general jewelry jobbing; state wages. E. R. Mason, 69 Court St., Binghamton, N. Y.

JEWELER'S SALESMAN, for fine diamond mountings, and who is well acquainted with New York wholesale and retail trade. J. M. Rossi, 52 Nassau St., New York.

WANTED—A first-class stone setter and mounting maker to accept permanent position in established business; state age and salary expected. Address, B. S. Burnett, Atlanta, Ga.

WANTED—A bright, hustling salesman in New York State to take our new line of sash buckles, also a well introduced patent cuff holder, as a side line; give references. C. & M., 38 Broad St., North Attleboro, Mass.

WANTED—A first-class salesman to handle an extensive line of cut glass, having had at least five years' experience; also commanding large sales; good salary to the right man; send best references with application. Address, "Cut Glass," care Jewelers' Circular-Weekly.

Business Opportunities.

WANTED, PARTNER, who cannot attend to all his business; I have about $1,500 and tools and materials. Address, B., care Jewelers' Circular-Weekly.

A RARE OPPORTUNITY!—I shall on account of poor health sell my jewelry business at a very low price; I have been established 34 years. Wm. F. Wallace, Westerly, R. I.

FOR SALE—Well established small jewelry and optical goods store in Brooklyn; rare opportunity for good watchmaker with small capital. Address, C. R. John, 1236 Fulton St., Brooklyn, N. Y.

BUSINESS OPPORTUNITY—One of the largest and oldest wholesale jobbing houses in New York city wishes partner with capital; either active or silent. Address, "Opportunity," care Jewelers' Circular-Weekly.

WILL SELL one-half or the whole of a well established and good paying jewelry and optical business, located in a Maine city; good location and increasing trade; a fine opening for someone. Address, "Maine," care Jewelers' Circular-Weekly.

FOR SALE—An old established business in one of the most flourishing and prominent mining towns in the far west; stock about $60,000; can be reduced to about $25,000; jewelry jobbing over $6,000 year and can be increased; location among the best in the city. Address, L. J. M., care Jewelers' Circular-Weekly.

WANTED—Good, experienced watchmaker and jeweler who commands $1,000 in cash to put in well established jewelry business with a view to eventually buying out the present proprietor; money invested will be amply secured and 20 per cent profit allowed first year; also good wages paid for services; for further particulars address, "Rare Chance," care Jewelers' Circular-Weekly.

To Let.

TO LET—Half of office, Prescott building, 65 Nassau St., Room 68, New York city.

Wanted to Purchase.

WANTED—To purchase, second-hand machinery, tools, benches, etc., suitable for manufacturing small wares and jewelry; would purchase entire plant if cheap. Address, "Purchaser," care Jewelers' Circular-Weekly.

For Sale.

FOR SALE—Moulds, lathes, solutions, tools and fixtures used in the manufacture of silver plated ware; shop and power can be leased if desired. New England Silver Co., Deering, Me.

OFFICES TO LET

in the **Jewelers' Exchange Building,** 51 and 53 Maiden Lane; suitable for diamond setters; also rooms for **factories** in same building; reasonable rents.

John F. Doyle & Sons, 45 William St.

Legal Notices.

A MEETING of the stockholders of the UNITED MANUFACTURING COMPANY will be held at the office of the company, No. 636 Broadway, in the Borough of Manhattan, City of New York, on the 17th day of March, 1900, at 10.30 o'clock in the forenoon, for the purpose of voting upon a proposition that said United Manufacturing Company be forthwith dissolved.

New York, Feb. 20, 1900.

By order of the Board of Directors,
S. L. KENYON, Secretary.

A MEETING of the stockholders of the GOLDSMITH, HOFFMAN & AMERICAN COLLAR COMPANY will be held at the office of the company, No. 636 Broadway, in the Borough of Manhattan, City of New York, on the 17th day of March, 1900, at 10 o'clock in the forenoon, for the purpose of voting upon a proposition that said Goldsmith, Hoffman & American Collar Company be forthwith dissolved.

New York, Feb. 20, 1900.

By order of the Board of Directors,
S. L. KENYON, Secretary.

WANTED—DIAMOND SETTER

and Jeweler. Must be a good setter, and able to do hard-soldering and general repairing. First-class wages and permanent position for a good man. Good references required.

HENRY KOHN & SONS,
890 Main St., Hartford, Conn.

DESIRABLE SUITES AND SINGLE OFFICES

FOR JEWELERS; Rents very low.

45 Maiden Lane.

Elevator, Steam Heat, etc.

E. A. CRUIKSHANK & CO., 141 Broadway.

Seven Maiden Lane.

Floors and Offices to let

in this prominent centre of the jewelry, diamond and silverware trade; modern fireproof building with all conveniences; each office directly lighted and ventilated; possession at once. For full particulars apply to

E. A. CRUIKSHANK & CO., 141 Broadway.

B. & W. B. SMITH,

220 W. 29th Street.

Wall and Counter Cases For Sale at a Sacrifice.

Suitable for Jewelers, Silversmiths, etc.

One of the Messrs. Smith will show them.

WM. S. EDGAR, Trustee.

CASH OFFERS.

If at any time you have offered to you by your customers any Jewelry containing diamonds, pearls or other precious stones, and you do not care to buy them yourself, send them to us and we will submit an IMMEDIATE CASH OFFER. Trade and Bank References if desired. Established 1880. Correspondence solicited.

CHARLES S. CROSSMAN & CO.,
3 Maiden Lane, New York.

W. H. BEDFORD,
22 Holborn Viaduct, London, England,
for many years buyer for RANDEL, BAREMORE & BILLINGS, is prepared to purchase and ship goods on commission, giving his clients the benefit of his twenty years' experience in buying Pearls, Diamonds and Precious Stones.

NEW LINE NOW READY
At our New York Office,
433 PARK ROW BUILDING.
The Torrey Jewelry Co., Attleboro, Mass.
Makers of a general line of
LADIES' GOODS in rolled and electro plate.

H. BELAIS. E. O. BELAIS. O. BELAIS.
DIAMOND MOUNTINGS
MAKERS OF
H. & E. O. BEL-AIS
47 JOHN STREET, NEW-YORK

GARREAUD & GRISER,
68 & 70 Nassau St., New York.
LAPIDARIES. PRECIOUS STONES.
GEMS in Unique Cuttings.

PEARLS NEGOTIATED.
Also PEARLS POLISHED
and all possible improvements made.
Pearls damaged by setting restored.
JOHN HAACK, Room 103, 68 Nassau St., New York.
Office Hours: 1 to 3.

Philadelphia.

A defective flue caused a fire last week in the jewelry store of Richard Wood, 917 Indiana Ave.

J. E. Caldwell & Co. have subscribed $100 additional to the Republican National Convention fund.

The social meeting of the Horological Society, which was to have been held Thursday, was postponed.

George Grau, trade watchmaker, 722 Chestnut St., intends to sell his house at Swathmore and move back to the city.

H. C. Freeman, acting secretary of the Pennsylvania State Optical Society, has gone to Florida for a 10 days' pleasure trip.

The quarters formerly occupied by the Philadelphia Jewelers' Club, at 924 Chestnut St., have been leased by the Press Club, of Philadelphia.

Wm. E. Harper, clockmaker, 557 N. 16th St., has received the contract to build and keep in repair the timepieces in the offices in the City Hall.

Harry Lafferty, the thief who last week robbed a jewelry store at Shippensburg, Pa., escaped from the county jail last Sunday by scaling the wall.

Mrs. Wheeler, widow of George R. Wheeler, formerly of J. E. Caldwell & Co., has appointed Frederick J. Geiger, 623 Walnut St., to settle up the estate.

Albert Abraham, manufacturing and jobbing optician, 24 N. 9th St., last week accused his salesman, Jesse Lazarzon, of the larceny by bailee of a watch worth $100.

William J. Davis, buyer of silver and watches for Simons, Bro. & Co., has returned from Virginia, where he had been for three weeks seeking the restoration of his health.

The partnership heretofore existing between Francis Pritty and Chas. A. Bonnaffon, under the firm name of Pritty & Bonnaffon, jobbers, 631 Chestnut St., was dissolved Feb. 12 by mutual consent. Mr. Pritty bought out Mr. Bonnaffon, and he will conduct the business as heretofore under his own name.

Jos. K. Davison, who was robbed of $6,000 worth of gems by his confidential salesman, Alonzo F. Williams, believes he has a clue to the whereabouts of the fugitive, having heard that "Williams's mother received a letter from him which was given to her by his sister, who, in turn, got it from her friend."

The Philadelphia Branch of the Jewelers' League of New York held its quarterly meeting on the evening of Feb. 13 at the rooms of the Philadelphia Jewelers' Club, 1225 Chestnut St. S. Kind, 928 Chestnut St., offered his resignation as secretary. It was accepted and W. F. Michael, of Davis & Galt, was appointed to succeed him. Mr. Michael's election was unanimous. The other officers of the club and members of the executive committee were re-elected. The executive committee are J. Fred Thomas, of J. E. Caldwell & Co.; Wm. G. Blair, of Blair & Crawford, and Wm. F. Michael, of Davis & Galt. The meeting was devoted to a discussion of plans for the ensuing year, and it was determined to make every effort to strengthen the organization by materially increasing its membership.

ADORN YOUR BUSINESS WITH NETSCHERT'S DECORATIVE PLANTS, AND SELL SAME WITH **300% PROFIT.**

7119G, Hanging Basket, $3.75 each.
7114, Japan " 1.80 "

7210, EACH
Areca, 40 inches high.....$1.00
7210B,
Areca, 22 inches high..... .25
7211A,
Areca Tree, 10 feet high...5.00

EACH
7201, Palm, 40 in. high, 7 leaves.....$1.00
7201A, Palm, 40 in. high, 10 leaves..... 1.50
7209, Palm Tree, 10 feet high, 24 leaves..... 5.00
7204, Palm, 22 in., 4 leaves, .25

7143, EACH
American Beauty, 24 inches high $1.25
7143B,
American Beauty, 36 inches high 3.00

EASTER LILY.
7494B, EACH
Easter Lily, 24 inches high... .80

PER DOZ.
7533, Rose Spray...$1.90
7538, Lilac " ... 1.80
7539, Chrysan." ... 2.00

7127B, EACH
Begonia, 12 transparent leaves..... .$2.00
7430D,
Begonia, 8 leaves, flat ... .80
7430A,
Begonia, 6 leaves, flat.... .55

7541, PER DOZ.
Lily Spray.....$1.75
367,
Loose Lily and Buds..... 1.00

7541A, PER DOZ.
Lily Spray.....$2 10
363,
Lilies, half-open Lilies and Buds, 1.20

7218, EACH
Dracena, 24 in. high... $ .40
7218A,
Dracena, 36 in. high... .70
7218BB,
Dracena, 60 in. high... 2.50

Net
TRADE-MARK

ASK FOR CATALOGUE W.

FRANK NETSCHERT, - - 7 Barclay St., New York; 187 S. Clark St., Chicago, Ill.

MATTERS IN JEWELRY STOREKEEPING.

That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade generally communicate with THE CIRCULAR-WEEKLY regarding any advantageous device or plan that they are utilizing in connection with their business.

PRIZE ESSAY COMPETITION.

First Prize, $20. Second Prize, $10.

These prizes will be given to the writers of essays on the subject

"System of Stock Registration"

that are judged to be most practicable and best calculated to keep a jeweler's stock safe from losses by both internal and external agencies.

The prizes will be for a description of the best system, not for the language in which the idea is expressed. Anyone may enter, whether he be retailer, salesman or any employe.

The standing of the judges (whose names will subsequently be announced) who have kindly consented to act is a guarantee that the contest will be carried on strictly on its merits and in an absolutely fair and impartial manner. We shall designate each contribution by a number, keeping a list of contributors with the numbers of their articles. Thus the judges will not even know the names of the writers whose products they pass upon.

RULES:

Essays must be in this office by March 15, 1900.
Essays must be written on one side of paper.
No limit to number of words, and specimens of records are admissible.

NOTE.—THE JEWELERS' CIRCULAR-WEEKLY reserves the right to publish any or all of the competing essays received.

Preference will be given, all other things being equal, to those whose contributions reach us at the earliest date.

HINTS TO RETAILERS.

The large candle which had been burning in Jeweler Biederman's window, Camden, N. J., for eight weeks, went out last Friday night. It was lighted Dec. 23, at 6 o'clock P. M., but was put out that night at 12.20 on account of the smoke. But as soon as a pipe to convey the smoke away was arranged it was relighted at 10.02 A. M. Sunday and continued burning until last Friday night at 10.28, when it went out, making the time of burning 47 days, 18 hours and 46 minutes. The closest guess was made by Miss Maud Roberts, to whom was awarded a $20 diamond ring. The guesses were of all kinds and times, the lowest one minute and the highest 150 days. The largest number of guesses were from 15 days to 30 days, but all acknowledged themselves beaten at about 20 days' time, when nearly one-half of the candle remained.

The guessing contest prize, which the C. N. Maxwell Jewelry Co., Tuskaloosa, Ala., had was won by Miss Nellie Fletcher, who guessed within three minutes and 40 seconds of the length of time the candle burned. The prize was a ladies' gold watch.

H. D. Kirmse, pioneer jeweler at Skagway, Alaska, has an interesting window display. A scene of a gypsy camp is depicted. The ground is covered with a representation of snow, in the center of which is a crane from which hang some specimens of novelties in silver. The window gives a fair idea, attractively shown, of the stock carried by this enterprising jeweler.

Horace A. Comstock, Indianapolis, Ind., is giving a 20 per cent reduction on all February sales.

Feb. 10, J. C. Walk & Son, Indianapolis, Ind., began their annual "spoon" sale. The sale continued for one week. Many odd spoons were sold for valentines.

L. W. Vilsack & Co., Pittsburgh, Pa., are having a special watch sale this month, and as a matter of retail advertising have one window devoted to the display of watches of all sizes and grades. The number exhibited is almost 1,000.

Hints and Help for the Advertising Man.

A PROMINENT dry goods man has a long letter in the *Dry Goods Economist*, telling the way in which he has achieved success in that line. Although the article is largely taken up with means and methods of pushing the sale of dry goods, the following excerpts are taken from his essay for republication here, as there are many hints which might be of value to enterprising jewelers:

A SUCCESSFUL ADVERTISEMENT.

One of the most successful advertisements that the writer ever used was a letter-writing contest, descriptive of the store and the goods in it. School girls, young ladies and married ladies of all ages were among the contestants. They came into the store, walked around, talked with the clerks, examined the goods. That alone was a good ad. Every second day for over two weeks one of the best letters received was published in the daily newspapers.

Three prominent ladies were induced to act as judges, which interested all their friends. In order to insure fair play the names of the contestants were not given to the judges.

The prizes offered were: First, the choice of any garment in the store; second, choice of any dress pattern in the store; third, six pairs of gloves, and a pair of gloves each to the next six, making nine prizes. The prize winners were firm friends and active advertisers of the store ever afterward, and the whole scheme was talked about in the community for months after. For the money that it cost (less than $100) it was the most lasting and effective ad. that the store ever had.

CAUGHT THE OUT-OF-TOWN PEOPLE.

Another ad. that took well with out-of-town people when there were boat or train excursions to town, was the distributing of cards advertising a few specials from various departments with an additional inducement of a ticket with every purchase of $5, entitling the recipient to a hearty dinner in a good restaurant. Arrangements were made with a popular restaurant near the store for a supply of tickets at 20 cents each for their regular 25 cents dinner. Arrangements were also made with a good hotel, where the dinner cost 50 cents, for tickets at 40 cents each, to be given to any customer who bought $10 worth of goods. This attracted a great deal of trade during the excursion season.

The New York *Herald* of Sunday last devoted a full page to a handsome illustration and description of the proposed Museum of Living History, the great scheme inaugurated by Henry A. Spaulding, described in detail in this journal of Dec. 13. The *Herald's* illustration was far more elaborate than that published in this journal, giving a picture of the proposed grand dock and approach to the Museum from the Hudson river and Riverside Drive. Mr. Spaulding has recently completed his outline of details of the four approaches to this Museum north, east, south and west, which, if carried out, will make one of the grandest and most imposing public structures in the United States.

THE STAR OF EMPIRE WESTWARD TAKES ITS WAY!

WESTERN SUPPLEMENT

VOL. XL. NEW YORK, WEDNESDAY, FEBRUARY 21, 1900. No. 4.

Chicago Notes.

All communications in reference to the Chicago department of The Jewelers' Circular, addressed to Stephen Parlin, 134 Van Buren St., Room 414, Chicago, will receive prompt attention.

TRADE CONDITIONS.

Although the cold and disagreeable weather during this month has visibly affected the trade of retailers and jobbers alike, the present indications are that the aggregate business for February will be slightly in excess of February of last year. The inclement weather has tended to prevent country buyers from visiting the city, yet mail orders have come in very freely. Jobbers report collections good, but owing to the close margin of profit on all lines of goods, more caution than ever is exercised in granting credit to new trade. All lines of goods are in steady demand, with a preponderance in favor of better grades. There is no let-up in the demand for watch cases and movements, and all the watch agencies are behind in the filling of orders. The diamond trade continues active notwithstanding the steadily advancing prices. The sale of optical goods is unprecedented, and managers of many Chicago houses report business for the first 15 days of February heavier than any previous 15 days in their history. In this connection it may be added that the growth of the optical business in the west during the past two years has been very rapid.

G. Turner, of Turner Bros., 831 W. Madison St., is ill at his home of typhoid fever.

The second annual banquet of the employes of Spaulding & Co. was held last Saturday evening.

A number of the houses in the trade closed at noon Feb. 12 on the occasion of Lincoln's birthday.

Charles H. Hulburd, president of the Elgin National Watch Co., is a member of the February grand jury.

Gus L. Rodenberg, Chicago agent for the S. & B. Lederer Co., has left for the factory in Providence, R. I.

Geo. Gubbins, Chicago representative of the Illinois Watch Case Co., has left on a business trip to St. Louis and Kansas City.

Chas. Lester, western manager for the New Haven Clock Co. and the New England Watch Co., has left on a visit to the factories.

H. W. K. Cutter, of the Elgin National Watch Co., will return this week from California, where he has been on a vacation during this month.

Julius Ghislin, formerly traveling salesman for Benj. Allen & Co., has been appointed watch buyer for that firm, succeeding Sam Dripps.

C. A. Trowbridge, Rapid City, S. D., stopped here last week on his way to the Battle Creek Sanitarium, Battle Creek, Mich., for his health.

Mr. Perkins, of the Perkins Crockery Co., crockery dealers and jewelers, Colorado Springs, Col., stopped here recently on his way to New York.

Edwin Tracy, bookkeeper for M. Bazzett & Co., will leave March 1 to take a position as locater for a colonization company in the Snake River district, Idaho.

Marks Lewey has rented the store adjoining his present store on the east and will occupy both soon. The new addition will give Mr. Lewey a large double store.

Wendell & Co. will move about May 1 from the Champlain building to larger quarters on the 11th floor of the new Western Methodist Book Co.'s building.

F. H. Noble & Co., who now occupy offices on the seventh floor of the Columbus Memorial building, will move to larger quarters on the same floor about April 1.

W. F. Juergens and W. G. Andersen, of Juergens & Andersen Co., have made contributions to the fund for the erection of a hospital for the treatment of consumptives.

John F. Turner, jewelers' auctioneer, is closing out the entire stock, show cases and safes of Haines & Oberer, Columbus, O. He reports that the sale is averaging $500 per day.

James H. Winn, of J. H. Winn & Co., who was badly bruised by being struck by a Chicago & Eastern Illinois passenger train recently, has almost recovered from his injuries and is expected at the office this week.

The Jewelers' School of Engraving has enrolled the following new students: W. F. Lang, Winchester, Ky.; H. B. Koessler, Beaver Falls, Pa.; E. H. Beatty, Blooming Prairie, Minn.; W. H. Handorf, Milwaukee, Wis., and C. E. Davis, Chicago.

C. D. Peacock has been appointed a member of the advisory committee who will endeavor to raise funds to prevent the Woman's Temple building from passing into the hands of a receiver and to make it a permanent memorial to Frances Willard.

Wm. A. Rogers, New York, has opened an office on the seventh floor of the Silversmiths' building. C. G. Breitenbach, 17 years with Simpson, Hall, Miller & Co. and one of the best known silver salesmen in Chicago, will be western agent.

Otto Young, of Otto Young & Co., has purchased from Charles B. Farwell the five-story brick building at the northeast corner of Market and Monroe Sts. for $440,000. The sale is the most important one of the year in real estate circles. Mr. Young says he bought the property as an investment.

The *Sunday Times-Herald* last Sunday contained a half-tone portrait and descriptive article of Benjamin Grieshaber, gold pen manufacturer, in which it terms him the champion hand ball bowler. Mr. Grieshaber is an enthusiastic bowler and has several times distinguished himself by rolling the highest possible score, 300, on 38-inch alleys.

Theo. Kuehl, representing Geo. Kuehl, manufacturer and importer of cuckoo clocks, left Chicago last Wednesday for New York to sail Feb. 20 on the *Saale* for Germany. Mr. Kuehl's objective point is Black Forest, where he will select new patterns of cuckoo clocks and close negotiations for the exclusive American rights of a new movement. He will be gone about six weeks.

The Juergens & Andersen Co. team and the Loftis Bros. & Co. team of the Jewelers' Bowling League met for the first time last Wednesday evening at Mussey's bowling alley. Neither team had heretofore lost a game. Both teams were confident of victory, but the Juergens & Andersen team met defeat, losing three straight games. The A. H. Reinke & Co. team played the Wendell & Co. team, winning two games out of three. The standing of the clubs is as follows:

	Played.	Won.	Lost.	Percentage.
Loftis Bros. & Co.....	12	12	0	1,000
Juergens & Andersen Co.	9	6	3	667
A. H. Reinke & Co....	12	7	5	583
F. A. Hardy & Co.....	6	3	3	500
Wendell & Co.....	15	5	10	333
A. C. Becken.....	12	0	12	000

Among the buyers here last week were: C. E. Dodge, Walnut, Ill.; E. C. Long, Shabonna, Ill.; G. A. Vandermullen, Bella, Ia.; Hy. Laderbach, Hammond, Ind.; A. F. Zegzda, Spring Valley, Ill.; W. T. Irvine, La Crosse, Wis.; A. H. Pehrson, Mitchell, S. D.; Ike Rosenbaum, Mount Vernon, Ind.; A. F. Snyder, Deadwood, S. D.; A. C. Wortley, Kalamazoo, Mich.; Mr. Gage, for C. D. White & Co., Minneapolis, Minn.; A. Rovelstad, Elgin, Ill.; H. M. Newell, Coal City, Ill.; J. A. Wittemore, North Judson, Ind.; Mr. Orr, Pueblo, Col.; R. N. Clark, Sterling, Ill.; H. B. Clark, Rantoul, Ill.; Theo. Rugg, Des Moines, Ia.; F. L. Taylor, Aurora, Ill.; H. J. Smith, Racine, Wis.; E. F. Douglass, Dysart, Ia.; J. H. Bihl, Fremont, O.; H. C. Thomas, Washington, Ind.; E. A. Goodale, Lenox, Ia.; W. A. Trowbridge, Wyoming, Minn.; J. H. Robinson, Morrison, Ill.; J. B. Barborka, Clinton, Ia.

Wm. L. Cooley, who had conducted a jewelry store in Malone, N. Y., for a year, has packed up his goods and returned to Adeline, Kan., his former home.

LONG FACES

are the result of disappointment. If you would avoid disappointment in your returns for old gold and silver, also for sweeps, send your consignments to us. Thousands of Jewelers would not think of sending their consignments elsewhere. Why should you? Experience has taught them they get full valuation and quick returns. Why not let their experience guide you and save you money?

CHEER UP

and forward your next shipment of sweeps or old gold and silver to us and become one of our army of

SATISFIED CUSTOMERS.

PRICES WE PAY.

OLD SILVER, 50 cts. per oz.
Platinum, 75 cts. per dwt.

OLD GOLD,
8 karat, 32 cts. per dwt.
10 karat, 40 cts. per dwt.
12 karat, 48 cts. per dwt.
14 karat, 56 cts. per dwt.
18 karat, 72 cts. per dwt.

PLATED SCRAPS,
20 to 35 cts. per oz.

Highest Prices Always.

Prompt Returns.

Returns for Sweepings within 3 to 5 days of receipt.

GOLDSMITH BROS.,

Sweep Smelters, Refiners and Assayers,

63-65 Washington Street, CHICAGO.

Works: 5826 Throop Street.

F. C. KLEIN. EMIL KLEIN.

F. C. KLEIN & BRO.,

126 State St., Chicago.

Steam Lapidary.

DIAMOND CUTTING.

IMPORTERS OF

Precious and Jobbing Stones.

PHOTO BUTTONS and Button Jewelry,

ALL KINDS.

Catalogue, price-list and sample on application if you mention this journal.

PHOTO JEWELRY MFG. CO.
195 199 State St., Chicago.

CITROEN & JANSSENS,

Diamond Cutters and Polishers for the Trade.

Special attention given to repairing stones.

415 to 419 Race St., CINCINNATI, OHIO.

Jewelers' Company Entrance.

Cincinnati.

Leo Beckman, western representative of Oskamp, Nolting & Co., begins his long trip this week.

Wm. Michie, Herman Duhme and J. Lucius have been appointed appraisers of Clemens Hellebush stock.

President O. E. Bell, of the Bell Watch Case Co., and Vice-President Willard were in New York last week to consummate a deal of considerable importance to the newly incorporated company.

Judge Pfleger last week heard the plea of the Oskamp heirs to set aside the order of Judge Ferris, of the lower court, which allows John Daller, the son-in-law, to have control of the business under the will of Mrs. Mary A. Oskamp. A decision will be rendered in a few days.

Among the visitors in Cincinnati the past week were: President Augustus K. Sloan, of the Jewelers' Association and Board of Trade, New York, who had been to Chicago, and C. W. Harmon, New York manager of Joseph Fahys & Co., who is also making a western trip.

Theodore Neuhaus & Co. have been awarded the contract for the making of all the District Deputy Grand Masters' jewels of the Independent Order of Odd Fellows. The contract was let by the Sovereign Grand Lodge at Baltimore. The contract runs into thousands of dollars, the initial order being for 100 of the jewels.

The Wadsworth Watch Case Co. have nearly completed remodeling the old Victoria Cordage Co.'s buildings, Dayton, Ky., and will begin operations there in about one month. Among other fixtures and improvements is a large gas plant, with which the company will manufacture their own gas for fuel and heating. It is also understood that the company will be strong competitors for the contract for lighting the city when the present contract expires.

Numerous improvements will be made by the jewelers of Cincinnati this year, but the most recent is the E. & J. Swigart deal with Emery Bros. for the building adjoining their premises, giving them three floors which, added to their own, will make six large floors, which will be occupied by the firm after March 1. This will give them commodious quarters. The second floor will be the offices and counting room, which have necessarily been crowded in their old building. The steady growth of this concern has been marked. They are now doing business all over the United States and in parts of many other lands.

Minneapolis and St. Paul.

J. H. Gowan, foreman of the plating department of the Minneapolis Jewelry Mfg. Co., has resigned.

Louis Pavian has gone on the road for J. S. Cohen, St. Paul. Mr. Cohen will also go out for a short trip.

An intoxicated man last week fell against a show window of Fiske Bros.' store, Minneapolis, and broke it.

Among the dealers in the Twin Cities from the country the past week were: C. J. Mealey, Melrose, Minn.; H. Haueter,

See Our 1900 Catalogue

For the largest assortment of Diamonds, Watches, Clocks, Silverware, Jewelry, Etc.

See Our Tool and Material Catalogue

For the best line of Tools, Material, Music Boxes, Graphophones, Cameras and supplies of all kinds.

See Our Optical Catalogue

For everything needed by Oculists and Opticians. Prescriptions filled and all kinds of Job work attended to.

If you are a legitimate Jeweler and have not received above books, advise us, and we will forward same by express or mail, all charges prepaid.

We do not Retail.

We sell to the legitimate Jeweler only.

We mark all goods at list prices in **plain figures.**

We buy for cash and at rock-bottom prices. We save all discounts; we pay no interest. We are satisfied with a small margin of profit. Hence we claim, and can prove our claim if you will give us a chance,

That we can save money for you. Do not be fooled by extra discounts.
Give us a trial; it will pay you.

Yours respectfully,

OTTO YOUNG & CO.,

149-153 STATE ST., CHICAGO, ILL.

Bellingham, Minn.; H. P. Marx, Shakopee, Minn.; L. Olkon, Owatonna, Minn.

Frank Glickauf, formerly with S. Glickauf & Co., Chicago, is now with A. I. Shapira, wholesaler, St. Paul.

A. H. Simon, St. Paul, began an auction sale of his stock Feb. 17, with R. H. Harding, of Chicago, as auctioneer.

Fred. Wykoff has resigned from the employ of W. M. Stone, Minneapolis, with whom he was working as watchmaker.

E. E. Finch has started out on the road for Lewis Finkelstein, St. Paul. The house is putting out a second line of samples.

The tiling on a portion of the ceiling of the rooms of D. Marx Sons, St. Paul, fell off one day last week and several employes had a narrow escape from injury.

The Mowrey & Murray Co., St. Paul, have all their machinery in position, except that for the case making. The latter will take until about March 1 to get in place. The firm opened for business Feb. 19.

Columbus, O.

A number of Columbus jewelers will visit eastern markets during the Summer in quest of Fall goods.

J. C. Goodman, of Goodman Bros., was in New York last week and purchased goods for the Spring trade.

Frank F. Bonnet is back at his desk, after being confined to his home two weeks with a carbuncle on his neck.

Charles Vandervoort, representing the Gorham Mfg. Co., made a trip through southern Ohio last week, visiting Gallipolis, Pomeroy and other river points.

Charles M. Hall, of Gallipolis, who made an assignment to Robert M. Switzer last Summer, has been given his discharge from the bankruptcy court in this city.

Charles A. Klie, president of the New Columbus Watch Co., and his brother Otto, are members of a new company recently organized here for the manufacture of gray iron castings and castings of other kinds.

W. G. Harrington, of Harrington & Nonnemacher, has gone to California, where he will spend some weeks on a pleasure jaunt. He expects to visit many interesting points in various portions of the west before he returns home.

There is a rather lively demand from certain classes of customers just now for diamonds and other goods of this class. At this time of the year this seems rather peculiar. A little later in the season it is expected that a demand for first class goods will be much better.

Pacific Northwest.

D. A. Smith, McMinnville, Ore., has sold his jewelry business to Turner Bros.

A daughter was a few days ago born to the wife of F. H. Johnson, McMinnville, Ore.

P. E. Kern, jeweler, Skagway, Alaska, has moved into new quarters in the Beveridge building.

Johnson & Cyrus, Prineville, Ore., have dissolved partnership, and the business will be carried on by W. H. Cyrus.

The remainder of the stock of Sam Bayles, 713 Riverside Ave., Spokane, Wash., is being closed out at auction.

S. H. Oliver has arrived in Ontario, Ore., from Pocatello, Idaho, and will establish a jewelry store there.

A. L. Messing, Coeur d'Alene, has moved to new and more commodious quarters a short distance from his former location.

S. T. Kauders, of Chicago, who travels for a wholesale jewelry firm, was in Butte, Mon., recently, and in an interview

MY METHOD WILL MAKE YOU MONEY.

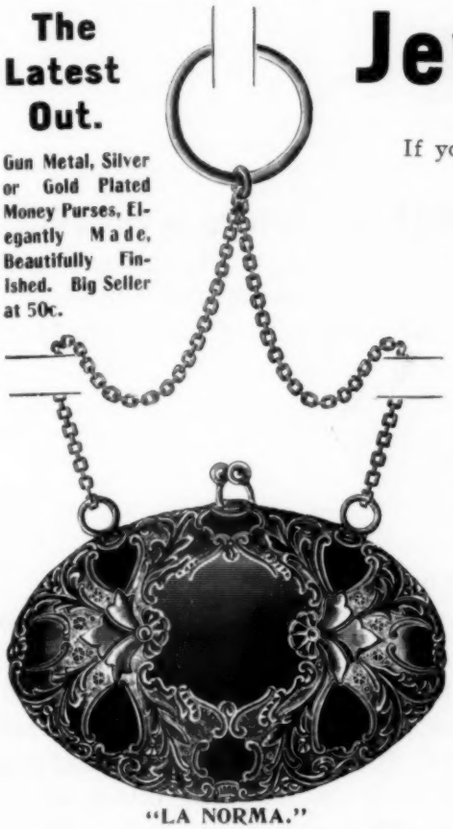
ALWAYS SUCCESSFUL.

UP-TO-DATE.

J. T. ANDERSON,
THE JEWELERS' AUCTIONEER,
103 State Street, Chicago, Ill.,
AND DAYTON, OHIO.

The Latest Out.

Gun Metal, Silver or Gold Plated Money Purses, Elegantly Made, Beautifully Finished. Big Seller at 50c.



"LA NORMA."

Only $2.25 Per Doz. Net.

Jewelers, Attention!!

If you want to **MAKE MONEY,** we are in a position to help you.

HAVE AN AUCTION,

and sell off all your old stock at a profit.

We will send you on memorandum anything you want in

WATCHES, JEWELRY, SILVERWARE OR CLOCKS,

goods you can make **money on and** will give **YOUR CUSTOMERS SATISFACTION.** We have all grades and all the latest novelties. We can furnish you a first-class auctioneer that is sure to make you a **handsome** profit. We can give you any information you want.

Write us for **Special** Discount on Watches, Jewelry and Silverware.

Write us for a Memo. Package of Novelties in Belt Buckles, Waist Sets, etc.

WE WANT YOUR TRADE and we'll Save You Money.

SEND FOR OUR NEW SPRING SUPPLEMENT.

M. BAZZETT & CO.,

100 & 102 E. Madison St., CHICAGO, ILL.

Essex Watch Cases

For 1900.

YEAR after year has seen the growth of ESSEX fame and popularity, until to-day Essex Cases rest far above the plane of doubtful values. No other case has been so widely accepted or is so popular in prices. Essex value is instantly recognized, while Essex prices are known by their fairness and stability.

Courvoisier, Wilcox Mfg. Co.,

New York. Chicago. Boston.

there said business was good all along the line.

Carl Adler, Baker City, Ore., will open a branch store at Sumpter, Ore., with a first class line of jewelry, musical instruments, etc. He will occupy quarters in the new Potter building.

At the meeting of the City Council of North Yakima, Wash., a few days ago, the Council appropriated $350 for the town clock fund. A four-dial clock and an 800-pound bell, which can be heard three miles, will be put on Larson's new opera house, at a cost of $600.

St. Louis.

Fred Binggeli has removed to Pestallozi and 7th Sts. from 613 S. 2d St.

A. Kurtzeborn & Sons have opened their store for business. It is located in the new Carleton building, northeast corner of Olive and 6th Sts.

John Roberts was arrested on the 16th inst. for having broken into Dunn's pawn shop. When arrested he had two gold watches in his possession.

The announcement is made that Clarence A. White, manager of the J. Bolland Jewelry Co., has been married to Mrs. W. S. Burroughs, at Citronville, Ala.

Goodman King, of Mermod & Jaccard Jewelry Co., received his commission Feb. 14 from Gov. Stephens as the Missouri commissioner to the Paris Exposition, which he will accept.

At the annual meeting of the stockholders of the L. Bauman Jewelry Co., Feb. 12, the directors were re-elected, as follows: Meyer Bauman, Morris Bauman, Sidney L. Bauman and A. L. Bauman. The directors elected officers for the ensuing year Saturday.

The annual meeting of the Mermod & Jaccard Jewelry Co. stockholders was held Feb. 14, in the office of the company, Broadway and Locust Sts., the polls being open from 9 A. M. to noon. The directors elected were as follows: A. S. Mermod, Goodman King, C. F. Mathey, H. R. L. Jones and E. A. Jaccard. The board of directors re-elected the officers of the company, as follows: A. S. Mermod, president; Goodman King, vice-president and secretary; C. F. Mathey, treasurer.

San Francisco.

TRADE CONDITIONS.

Trade conditions here are pronounced first-class. Eastern travelers all seem satisfied with the results of their labors with the jobbers. Visiting retailers also seem satisfied with the outlook and are arranging for a good Spring trade. Armer & Weinshenk, dealers in jewelers' supplies, are sending out large quantities of goods for this time of year, and this is taken to be a token that the country trade is in a prosperous and hopeful condition. This applies not only to California, but to the entire coast.

Lundberg & Lee, the newest of the larger retail firms, state that the year has begun very auspiciously. One or two weeks were indeed very quiet, but, since Feb. 1, and especially since the recent street improvements in front of their store were completed, sales have been good and steady.

E. J. McManus has prepared to open a jewelry store in San Luis Obispo, March 1. He has obtained a fine stock from the jobbers of this city.

Among the exports from San Francisco the past week were: One package of jewelry to Central America; 2 packages of jewelry to China, and 8 packages to Japan.

George C. Kemp, who has for the past 10 years conducted the business carried on at 2002 Market St. under the name of Kemp Bros., will leave here on or about March 12 on a business trip to the European markets. He will pay a visit to eastern jobbers on his return in July.

R. L. Woodward, the agent here for the Fahys Watch Case Co., has resigned his position and has been succeeded by John Serex. Mr. Serex was formerly in this city and is well known to the trade here. The San Francisco office of the company is located at 120 Sutter St.

Confidence in Selling is a great **help to the seller.**
If you have confidence in the wearing quality of the article you are offering, you'll find the sale is easily made.
We want to **impress it forcibly** that this Trade-Mark

on Jewelry **is confidence in itself.**
We stand by every guarantee and promise; **protect your interests fully,** because they are ours.
A request from you for a selection package of Novelties, including **Hearts, Brooches, Sash Buckles, Bracelets, Fob Chains, Waist Sets, Link Buttons,** etc., will work wonders with your Spring business.

IMPERIAL MFG. CO. - - Masonic Temple, CHICAGO.

News Gleanings.

David A. Tobias, Charlotteville, Va., has filed a petition in bankruptcy.

C. H. Gasser has discontinued his jewelry business in Kemmerer, Wyo.

Chas. Chevartzenburg, optician, has opened an office in Marksville, La.

Dr. Bridgeman, Butte, Neb., will add a stock of jewelry to his optical stock.

Geo. L. Mayer, druggist, Marksville, La., has added an optical department.

H. M. Dayton has moved his stock of jewelry in Colo, Ia., to new quarters.

Alexander & Baak, Holstein, Ia., have made an assignment to Anton Grones.

A chattel mortgage against Chas. E. Lord, Plainfield, Wis., has been foreclosed.

Peter Christensen has made interior improvements to his jewelry store at Exira, Ia.

Mrs. Campbell, Clear Lake, Ia., will move her jewelry stock to Sioux Falls, S. D.

Clifford Mead, Onaway, Mich., and Miss Ethel Holt were recently married in that town.

The new firm, Keister-Martin Mercantile Co., Blackberg, Va., make a specialty of jewelry.

Wheelwright & Sifford have sold out their stock of drugs and jewelry in Lake View, Ia.

A. G. Tellner, Jamestown, N. D., contemplates erecting a brick building for his business.

Charles Otero, of the Charles Otero Jewelry Co., Pueblo, Col., has given a trust deed for $950.

A. Kritzer, Springfield, Mass., will open a jewelry establishment March 1 at 91 Main St., at the Falls.

A. J. Larson, of Alta, Ia., has bought A. B. C. Dando's jewelry and musical instrument stock, Newell, Ia.

B. J. Hudkins, West Union, W. Va., has sold his interests in the jewelry business to his partner, Mr. Ferguson.

Fidel Huber, Dillon, Mon., with a branch in Virginia City, Mon., has moved the latter to new quarters.

The business of the late Chas. G. Boerner, Vevay, Ind., will be continued by the widow under the same name.

W. A. Buehl, formerly in the jewelry business in Rockford, Ill., has recently opened a store in DeKalb, Ill.

Rutledge Dyer, of Pleasantville, Ia., has filed a petition in bankruptcy. Stated liabilities, $1,526.35, and assets, $1,150.

Ambrose C. Guth has left Brookville, Pa., for Clearfield, where he contemplates embarking in the jewelry business.

Thomas Fromberg, Hartford, Conn., was run over by a team belonging to the Adams Express Co., and had his right leg broken.

In a fire in the Gentsch building, Buffalo, N. Y., the Buffalo Jewelry Case Co., occupying the two upper floors, were the chief losers.

F. W. Poland, jeweler, East Liverpool, O., has purchased a half interest in the Faulk Bros. Co., and will retire from the jewelry business.

I. M. Fonberg, Victor, Cal., has been succeeded by the Victor Jewelry Co. (Inc.), with an authorized capital stock of $5,000; paid in, $4,000.

E. A. Sumner, jeweler, Hope, Kan., has sold real estate valued at $500.

J. N. Decker has opened a new jewelry store at 250 W. Federal St., Youngstown, O.

H. A. Stone, formerly a jeweler of Grand Forks, N. D., is now a member of a real estate, collection and loan firm in Cass Lake, Minn. Mr. Stone is the watch inspector of the Great Northern at Cass Lake.

Randolph O. Marsh, 24 years old, was arrested last Wednesday night for stealing scrap gold from Krementz & Co., Newark, N. J. The young man has been employed there since last September and acknowledges his guilt. He was held in $500 bail for the Grand Jury.

Mrs. Matilda L. Dickinson died at her home, 513 Jefferson Ave., Niagara Falls, N. Y., Feb. 10. Deceased is survived by her husband, Thomas V. Dickinson, jeweler, two daughters, Mrs. Edward M. Wood, of Denver, Col., and Mrs. Charles C. Robbins, of Buffalo. Deceased was 54 years of age. She was a leader in church and society and her demise is greatly mourned.

Last Saturday F. E. Bailey, jeweler, 7 S. Front St., Steelton, Pa., was engaged in engraving a thinly plated piece of jewelry, when a chip of the filling entered the index finger of the left hand. No attention was paid to it, but by Monday morning he was suffering terrible pains, the swelling extending to his eye, which closed. A physician was called in, and opening the finger, found that blood poisoning had set in.

"BELL-POST" BUTTONS

WILL NOT BEND OR BREAK.

PATENTED JANUARY 2D, 1900.

QUICK SELLERS—RELIABLE GOODS.

THIS invention is especially adapted to the manufacture of cuff buttons from solid gold. It consists of a longitudinally-divided post and knob, the two parts of which are united by solder, leaving an open flaring mouth, or bell, at the smaller end of the post to which the ornamental head is secured. The soldering along the contiguous edges gives an interior concealed rib on each side of the compound post, which tends to strengthen it and make it more rigid The solder, by which the post and ornamental head are united, lies wholly within the bell-shaped mouth and with a sufficient mass and area of contact with the head to allow a firm and secure connection at this point.

JOHN T. MAURAN MFG. CO.,

Makers of Gold Jewelry.

New York Office: **3 MAIDEN LANE.**

Factory: **PROVIDENCE, R. I.**

Davis Bros. have opened a jewelry store in Dixon, Mo.

Chas. Holes will remove from Ridgway, Pa., to St. Mary's, Pa.

John Johnson has opened a small stock of jewelry in Fisk, Mo.

Robert Shaulis will engage in the jewelry business in Windber, Pa.

S. V. Rigsby and F. L. Clawson have opened a jewelry store in Clarence, Mo.

Dwight Taylor has left Beloit, Kan., to go into the jewelry business in Jewell City.

T. F. Manter, Madison, Me., has removed his business to another store in that town.

In a fire in Bangor, Me., last Wednesday Dillingham's jewelry store was burned.

M. H. Gorton will soon occupy another store in Rochester, N. Y., for his jewelry business.

P. S. Bates, York, Pa., will move in the near future from 22 E. Princess St. to 412 N. George St.

A fire occurred in J. S. Cunningham's jewelry store, Tarkio, Mo., a few days ago, due to a defective flue.

H. C. Thomas, jeweler, of Washington, Ind., is in Ft. Wayne, Ind., with a view to locating in the jewelry business.

William A. Wortman, jeweler, Canton, O., formerly of Alliance, who was charged with purchasing stolen gold, has been found guilty.

Michael Beck, a jewelry agent, was arrested in the Union depot, Albany, N. Y., last week charged with selling jewelry without a license.

George Lasell, Waubay, S. D., has sold out all the stock of his department store, except the jewelry and books, in which he will continue to deal.

The Peoria, Ill., *Evening Star* recently published a lengthy description of the jewelry factory of Sherman W. Eckley, 921 S. Adams St., that city.

An optical store was opened in Lins's drug store, Mt. Vernon, N. Y., Feb. 1, under the supervision of G. Matthew Horstmann, a graduate of the Philadelphia Optical College.

John Yenny, jeweler, Braddock, Pa., has presented to the Carnegie free library of that place a rare and valuable work in Latin. It is a copy of the Eneid, printed in Venice in 1552.

Miss Lillian Lanz, daughter of G. Lanz, jeweler, Norristown, Pa., has graduated from the Philadelphia Optical College. She, with Dr. Thomas Brockblank, will have charge of the optical end of the business.

Burglars broke into the jewelry store of J. W. Runkle and other stores of Oconto, Wis., a few nights ago, but all they got away with was $2 from the money drawer in the jewelry store and a pair of shoes from a dry goods store.

In the Circuit Court, at Charlestown, W. Va., Feb. 14, indictments were found against Wm. Dunlop and John Spinks, charging them with maliciously cutting George S. Lewis, a jeweler of that place, while returning home from a dance some weeks ago.

Two young men have been arrested for breaking into F. E. Hanson's jewelry store, Portland, Me., several nights ago and stealing about $300 worth of goods. They are James D. Haddican and Edward Owens. They were held in $500 bail, which they were unable to give.

Louis Bome, who was arrested during holiday time for attempting to steal a diamond ring at the jewelry store of G. E. Feagans, Joliet, Ill., in court last week pleaded guilty and was sentenced to an indefinite term in the State penitentiary. The man is 62 years of age.

Wallace Miller, for 17 years a clerk in the jewelry store of Gen. S. M. Baily, Uniontown, Pa., has purchased that store and will hereafter conduct the business at the old stand. Gen. Baily retires from active business on account of failing health. Gen. Baily has been in business in that town nearly ever since the war, and occupied the present room for 22 years.

W. A. Bashow, jeweler, Centerville, Ia., has filed suit against the Pacific Express Co. for $85 to pay for six rings, which Mr. Bashow delivered to the company in January for shipment. The package was addressed to J. W. Neasham, Ottumwa, Ia., and the plaintiff's petition states that the rings, through the negligence of the company, were either lost or stolen from the package and never delivered to the consignee.

Archie Tegtmeyer, on the evening of Feb. 12, opened his new store, southeast corner of Grove St. and National Ave., Milwaukee, Wis. Despite the unfavorable weather, the store was crowded and every lady visitor was presented with a souvenir, a sterling silver nail file. The interior of the store is handsome, it being decorated with palms and cut flowers and illuminated with many incandescent lights artistically arranged. During the evening a musical programme was given.

Some years ago B. F. Wales had more room in his jewelry store than he required and an arrangement was made between him and C. F. Rich, then a newsboy in his early teens, to establish a newstand and agency in the extra space. For 17 years they went on together, in the even but growing tenor of their ways, in the Barker building. Wales extended his business into certain lines of varieties, Rich into others and into books and stationery. The business of both grew apace. They were expansionists. Then it occurred to the spirit of their dreams to separate and expand still more, going it alone. Rich went to the old Clay store in Union block and Wales remained where they had been until his removal to the new Battell block. Mr. Wales has now closed that store, moved his stock, etc., and with Mr. Rich has again joined issues and gone into the store with him in Union block. The result will be, when things are arranged, next week, a veritable department store.—Middlebury news to Burlington, Vt., *Free Press*, Feb. 10.

ROSE DIAMONDS. PEARLS. DOUBLETS.
All kinds of Jobbing Stones. LAPIDARY WORK. Packages sent for Selection.
HERMANN & CO., Inc.,
IMPORTERS OF PRECIOUS AND IMITATION STONES,
MASONIC TEMPLE, CHICAGO.

PETER HENRY,
MANUFACTURER OF
Gold and Silver Watch Cases,
419 VINE STREET (Room 4).
Special attention given to Repairing.
REPAIR WORK STRICTLY CASH.
All kinds of Movements fitted in Gold, Silver, Filled or Nickel Cases.
Key-Winding Cases changed to Stem-Winding Cases.
Hunting Cases changed to open face, etc.
Send movements and estimates cheerfully given.

Georgian STERLING SILVER. In Complete Table Service—
French Gray Finish.
COFFEE SPOON.

TOWLE MANUFACTURING CO.,
CHICAGO. NEWBURYPORT, MASS.

ABSOLUTELY THE BEST.
GOLD N K SOLDER
1 DWT.
EASY-FLOWING
GOLD
SOLDER
Best on Earth
Manufactured by F. H. NOBLE & CO.,
103 State St., Chicago.
Sold by all Jobbers.

Denver.

Suit has been filed against the Ponder Optical Co. for $50.

Will Vivian, Leadville, has been in Denver on a business trip.

W. R. Conner, Caldwell, Kan., who has been spending some time in visiting other parts of the State, is now in Denver.

R. M. Janion, who has recently been with H. Burroughs Beach, has left for England, with the avowed intention of offering his services to his native country against the Boers.

Henry E. Wiederricht will have a third trial on the charge of receiving stolen goods. His bond was fixed at $1,000, and in default he remains in the county jail. The prosecution announces that it has several additional charges which it will file against Wiederricht.

Last week a committee were formed under the auspices of the Chamber of Commerce and the Real Estate Exchange to take up a subscription for a dinner service for the cruiser *Denver*, which will go into commission in about a year and a half. Already a number of suggestions have been made, but practically the only thing decided is that the set shall be of gold and silver from the mines of Colorado, and probably some native precious stones will be used, and that the set shall be manufactured in the State by local workmen. One suggestion that has met with considerable approval is that the set shall include a gold punch bowl with 16 silver goblets, thus emphasizing the favorite political theory of the State. It is estimated that the set will cost about $70,000, although a good deal of the metal used will be donated by Mr. Stratton, of the Independence mine, at Cripple Creek, and several other millionaire mine owners have already promised large bricks of pure gold for use in the service.

Indianapolis.

The young daughter of Philip Diels, Marion, Ind., was married last week.

James A. Ricketts, Greencastle, Ind., has been succeeded by J. A. & M. D. Ricketts.

F. M. Herron was elected a member of the board of directors of the Indianapolis Commercial Club Feb. 12.

Kemper Bros., Greentown, Ind., and R. T. Green, Swayzee, Ind., recently removed to larger quarters in their respective towns.

Buyers in the city last week included: B. Maier, Edinburg, Ind.; H. W. Bacon, Spencer, Ind.; Mr. Washburn, of the Washburn Jewelry Co., Anderson, Ind.; S. R. Young, Cicero, Ind.; A. Pursell, Noblesville, Ind.; F. C. Sheldon, Shelbyville, Ind.; J. B. Bingaman, Hartford City, Ind.

Last week a young woman serving a term in the workhouse was found to be wearing a ring which was identified by Louis Haas, manager of the Columbia Wholesale Jewelry Co., S. Meridian St., as one stolen from that place some months ago, when over $2,000 worth of jewelry was taken. The girl told where several other rings could be found, and said that George Stanton, who was arrested here several weeks ago, had given them to his friends. Stanton is now in jail at Fort Wayne, awaiting trial, and an effort is being made to learn what became of the bulk of the jewelry. This is the first clew to the stolen goods.

Detroit.

Detroit retail jewelers were busy last week taking inventory of stock.

Charles S. Rutledge has removed his stock from St. Joseph, Mich., to Traverse City, Mich.

E. J. Quick, formerly with H. Koester & Co., has accepted a position with the Home Savings Bank.

Martin Dwyer, a notorious sneak thief, has been arrested here, and in a cuspidor, hidden in a sewer, several hundred dollars' worth of diamonds was found.

O. B. Marx and T. H. Commerford, of the Michigan Optical Co., with others have formed a stock company to manufacture the Standard computing scale.

The stock of H. Koester & Co., wholesale jewelers, will be closed out at once by Briggs & Dodd, jewelry auctioneers, of Chicago, who have just returned from San Francisco, where they conducted a two months' sale for King, Moss & Co.

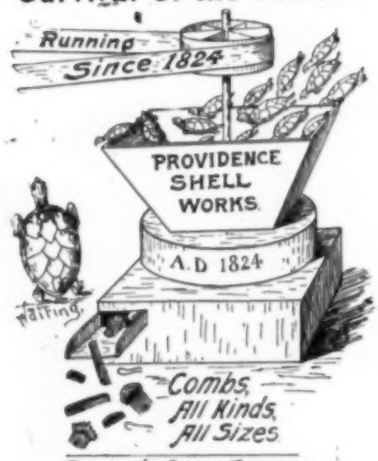
George L. Lowe, for several years connected with Detroit wholesale houses, has opened a suite of offices in room 22, Bennett building, as manufacturers' agent, under the style of Lowe & Co. The following firms will be represented by him: Waterbury Clock Co., Linford Cut Glass Co. and B. Grieshaber, gold pens. He will also carry a line of watches and do repair work.

Means everything that is first quality in Watch Glasses.

They are used by more Watch and Case Makers than all others.

Their success has induced others to copy the label, but not the quality.

Survival of the Fittest.



POTTER'S COMB FACTORY.
PROVIDENCE, R.I.

We Grind for You,
Send along your Work.

MIGHTY MEN O' THE HAMMER.

THE JEWELRY AUCTIONEERS.

The Trade obtains the services of two men at the cost of one. Send for book containing references all over America, not equaled by any other public salesmen.

BRIGGS & DODD,

ROOM 1230. 334 Dearborn St., CHICAGO, ILL.

Heart Bangles. Sterling Silver, 925-1000 Fine.

Our specialty in Hearts is a line of Sterling Silver Souvenir Bangles with names, initials and mottoes on one side. Our price for these goods ranges from $10.50 per gross to $22.50 per gross. Hearts same as those illustrated herewith, with the following mottoes: Remember Me, Forget-Me-Not, Friendship, Best Wishes, Darling and Baby, in die work, at $10.50 per gross. Plain bead and two other fancy scroll patterns, $10.50 per gross. Bead pattern, with name of any town etched by hand on one side, $16.50 per gross. Terms net cash, 10 days, f. o. b. factory.

SIMMONS & PAYE, 129 Eddy St. "The Souvenir House," Providence, R. I.

Canada Notes.

W. Barbeau, Quebec, has had his stock sold at 49¾ cents on the dollar.

The sale of the stock of P. E. Poulin & Co., Quebec, has been withdrawn.

T. A. Brady, of Smith, Patterson & Co., Montreal, has left for his western journey.

John Eaves, of Edmund Eaves, Montreal, has been ill, but is now convalescent.

Jas. A. Pitts, Montreal, has engaged Mr. Rice to represent him in the lower provinces.

Alfred Eaves, Montreal, is making extensive alterations and additions to his premises.

The stock of the estate of W. A. Mitchell, Brampton, Ont., was sold by auction on the 17th inst.

The father of D. Beatty, Montreal, has been seriously ill, but has now taken a turn for the better.

Wm. L. Reeve, jeweler, Stouffville, Ont., has given a renewal chattel mortgage to G. Revel for $466.

Alex. Sterling, formerly with J. B. Williamson, Montreal, has opened a business on St. Francois Xavier St.

G. Franklin, with Carter, Hastings & Howe, New York, was in Montreal last week visiting his daughter.

The imports of jewelry and watches at the port of Toronto for January, 1900, amounted to $39,219, against $23,068 for January, 1899.

F. A. Mansfield, of Smith, Patterson & Co., was in Montreal from the eastern townships last week preparing his samples for the lower provinces.

Jas. Robertson, of Bramley & Robertson, ring manufacturers, Montreal, whose ground extends from Halifax to Vancouver, has just started on his annual journey.

G. W. Reid, representative in Toronto of Jas. A. Pitts, Montreal, has been at headquarters within the past few days selecting samples. Mr. Pitts is in New York.

The old cameos are coming into fashion again in Canada, and as much as $75 has been obtained for large sizes in Montreal, which are being adapted for belt buckles.

R. J. E. Scott, chief time superintendent of the Canadian Pacific Railway system, has just returned to Montreal from a trip over the road as far as Port Arthur and Schriber.

Mr. Goldenstein, of the firm of I. L. Michalson & Sons, jobbers, Montreal, has returned from a purchasing trip to New York. All the travelers of this firm are out east and west.

M. S. Brown, of Halifax, arrived in Montreal last week to attend the annual meeting of the M. S. Brown Co. and the Montreal Watch Case Co., of both of which companies he is a director. M. Schwob, formerly of Schwob Bros., Montreal, but now of New York, was also in Montreal at the same time on the same business.

Last week two men went into J. D. Faber's store, Montreal, and asked the proprietor's wife, who was keeping shop, to show them some rings. They looked over those shown them, but finally left without making any purchase. As soon as they were gone, Mrs. Faber says, she missed a box of rings, and running to the street she seized one of the men and held him while a policeman was telephoned for. The policeman arrived and took the man into custody, but no rings were found on him. His companion had escaped.

Syracuse.

Charles L. Becker, of Becker & Lathrop, leaves this week for a trip to New York.

H. J. Howe has been appointed inspector of watches on the D., L. & W. R. R. for this section.

The Joseph Seymour Mfg. Co. have filed a certificate of increase in capital stock from $25,000 to $50,000.

The February meeting of the New York State Association of Opticians will be held in the assembly room of the Yates, in Syracuse, on Wednesday, Feb. 21, at 4.30 P. M., and an interesting programme has been prepared.

Adam Lauma, manufacturing jeweler, has moved from No. 5 Pike building to Room E, Larned building, Vanderbilt Square. The rooms vacated by Mr. Lauma will be occupied by James H. Morse, formerly of Hitchcock & Morse, with his optical and prescription lens grinding business.

John Collins, William O'Brien and George Ditch, the three men who were convicted of stealing a quantity of silver ware from Charles Miller's jewelry store in W. Onondaga St., on Nov. 12 last, were sentenced by County Judge Ross Friday morning. Collins, whom a jury found guilty of petit larceny, was sent to the Onondaga penitentiary for one year and fined $500, to remain committed one day for each dollar unpaid. Ditch, who had pleaded guilty to burglary in the third degree, was sent to Auburn prison for two years and nine months. "Dutch" O'Brien, who stood trial and was convicted, received four years and four months at Auburn.

F. M. ELLIS & CO.,

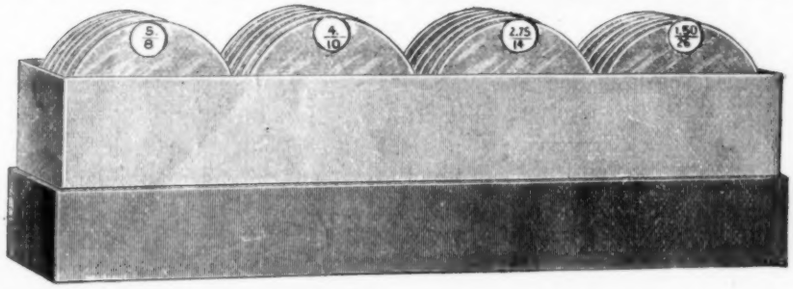
ATTLEBORO, MASS.

CHAINS.

SOLD TO JOBBERS ONLY.

LENSES

Do You Use Lenses in Quantities?



If so, we would be pleased to figure with you.

We make a superior quality

Standard Interchangeable Lens,

Using very hard stock.

LENSES FITTED TO ANY SIZE EYE.

ROUGH LENSES

in all qualities if you do your own grinding.

A trial order will convince you that our Lenses are superior and low priced.

SPENCER OPT. MFG. CO. 15 Maiden Lane, New York.

Write for Prices.

WE have had an IMMENSE business, expect to beat it this Spring, and have got the LINE to do it with. Do not fail to see it.

HIGH GRADE
Gold Filled and Rolled Plate
CHAINS, BRACELETS, &c.

GEO. L. BROWN & CO.,
Attleboro, Mass.

CRUCIBLES.

Jewelers' Supplies, Etc.

Established 1850.

J. & H. BERGE,
95 John Street,
NEW YORK

Ithaca Calendar Clock Co.,
ITHACA, N. Y.

PERPETUAL CALENDAR CLOCKS.
STANDING HALL CLOCKS. . . .
AUTOMATIC ADVERTISING CLOCKS.

NEW CATALOGUE MAILED ON APPLICATION

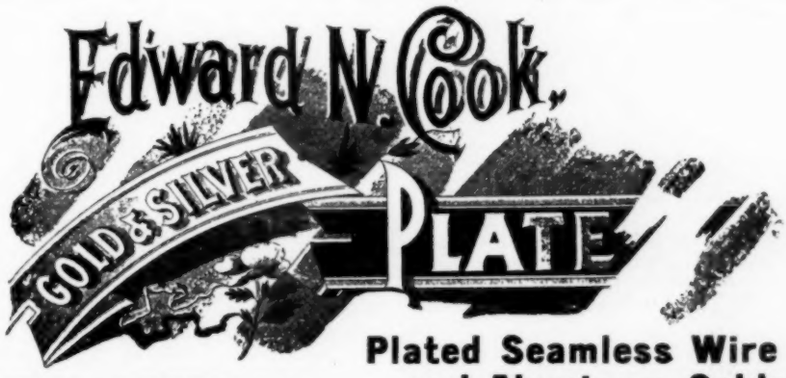
WOOD ENGRAVINGS.

Weinberg's Detective Bureau,

TELEPHONE: 8487 CORTLANDT. 87 Nassau St., New York.

Daily habits of and movements of suspected persons quietly and secretly obtained. Stolen, lost or memorandum goods recovered.

Superintended by Jos. Weinberg
(Lately of Police Dept., City of New York).



144 PINE ST., PROVIDENCE, R. I.

Plated Seamless Wire and Aluminum Solder.

BONNER & CO.,
Manufacturers of
FINE DIAMOND MOUNTINGS,
57 MAIDEN LANE, • • • NEW YORK.

Studs, Links, Buttons, Waist Sets, Stick Pins, Beads, Rivets, Hat Pins, Millinery Ornaments and other

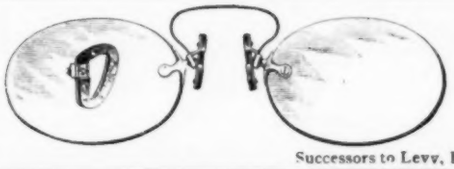
INDESTRUCTIBLE PEARL JEWELRY.

Also a complete line of men's goods, including a highly attractive assortment of

PIPE STEM STUDS

mounted with indestructible pearl, hematite effects, &c.

GOODMAN & BYCK, Manufacturers,
Clason Building,
23 Duane St., NEW YORK.



ORDER A SAMPLE

GOLF EYEGLASS FRAME,
Nickel Plate. For 1 Eye Lenses, 30c.

IMPERIAL PERISCOPIC Cx,
1 Eye Lenses, $1.00 doz. pair.

L. W. LEVY & CO.,
Successors to Levy, Dreyfus & Co. 194 Broadway, New York.

WATCHES OF PRECISION.

MATHEY BROS., MATHEZ & CO.,

MANUFACTURERS AND IMPORTERS OF

Superior Plain and Complicated

WATCHES AND MOVEMENTS.

Small Lever Watches a Specialty.

WATCHES DEMAGNETIZED.

10 SIZE MOVEMENTS. BRASSUS, SWITZERLAND. 21 & 23 MAIDEN LANE, N. Y. 10 SIZE SPLITS.

WATCH CASE GUARANTEES.

THE RETAIL JEWELERS SPEAK OUT AND GIVE THEIR IDEAS ON AN IMPORTANT MATTER BEARING UPON THEIR TRADE.

[This series of letters began in issue of Nov. 15.]

It was upon the request of several responsible jewelers that THE CIRCULAR-WEEKLY entered upon the undertaking of obtaining a consensus of opinion from the retail trade regarding the guaranteeing of gold filled watch cases, and sent to a large number of jewelers, indiscriminately, a letter of which the following is a copy:

NEW YORK, Sept. 8, 1899.

WE ARE SENDING THIS LETTER TO THE RETAIL TRADE WITH THE OBJECT OF GETTING THEIR VIEWS ON AN IMPORTANT SUBJECT, NAMELY: THE GUARANTEEING OF FILLED WATCH CASES. FROM THE RESPONSES RECEIVED MAY BE EVOLVED SOME VALUABLE SUGGESTIONS.

OF THE FOLLOWING FORMS OF GUARANTEE, WHICH DO YOU CONSIDER MOST JUST, AND WHAT ARE YOUR ARGUMENTS ON THE SUBJECT?

1. SHOULD THE MANUFACTURER GIVE A NEW CASE OF THE SAME GUARANTEE IN EXCHANGE FOR THE OLD CASE THAT HAS NOT LIVED UP TO ITS GUARANTEE?

2. SHOULD THE MANUFACTURER EXCHANGE THE CASE THAT HAS NOT LIVED UP TO ITS GUARANTEE WITH ONE OF LOWER GUARANTEE? THAT IS, IF A 20-YEAR CASE HAS BECOME DEFECTIVE AT THE END OF 10 YEARS, SHOULD IT BE REPLACED WITH A 10-YEAR CASE?

3. SHOULD THE MANUFACTURER REPAIR THE CASE AND PUT IT IN CONDITION TO OUTLIVE THE UNEXPIRED TERM, IF THE CASE SHOWS THE BASE METAL BEFORE THE LIFE OF THE GUARANTEE HAS EXPIRED?

4. SHOULD HE GIVE A NEW CASE AND CHARGE FOR THE LENGTH OF TIME THE CASE THAT DID NOT LIVE UP TO ITS GUARANTEE HAS BEEN WORN; IN OTHER WORDS, REBATE FOR THE UNEXPIRED TERM OF GUARANTEE?

YOURS VERY TRULY,
THE JEWELERS' CIRCULAR PUB. CO.

All those jewelers who did not receive this letter are cordially invited to send their views upon this subject, replying to the questions seriatim or collectively. Their replies will receive the same measure of consideration as those received direct from the letters themselves. The more views on this subject expressed by the trade at large the more convincing will be the conclusions reached.

[*Fifteenth series of replies.*]

INDIANAPOLIS, Ind., Sept. 26, 1899.

Editor THE JEWELERS' CIRCULAR-WEEKLY:

In response to yours of the 8th inst. asking for my opinion in relation to making good the guarantee on a filled case: The so-called gold filled watch case is simply a heavy rolled plate case, and as the manufacturer through his workmen is the only one who can know the quality and thickness of the plating it is his duty to know positively what it is, and, unless we conclude to sanction the misrepresentation of filled cases, we should demand that, when a case is found to be not what it was represented to be, we should receive in exchange for it a case such as the first one was represented to be, and any customer of mine shall have such a one if I can find it, whatever action or position the manufacturer may take.

In advocating any of your 2d, 3d or 4th propositions one argues in favor of doing that which would prevent the consumer ever having what he thought he was buying and what he intended to buy.

Truly yours,
F. M. HERRON.

BATAVIA, N. Y., Sept. 29, 1899.

Editor THE JEWELERS' CIRCULAR-WEEKLY:

Your circular letter of the 25th inst., asking for our views on the guaranteeing of filled watch cases duly to hand and contents noted. In reply we beg leave to say that it seems to us that the first form of guarantee in your letter is the best for all parties interested for the following reasons:

1. The manufacturers of filled cases have had experience enough to know how long a case of a given quality will wear under the ordinary conditions which exist with 999 out of every 1,000 wearers. The case should be guaranteed for the length of time that experience has demonstrated it will wear.

2. The enormous business now done in filled cases is done solely on confidence. An equivocal guarantee or any quibble about the terms of guarantee would certainly destroy the confidence that now exists and the filled case business would dwindle away. To be able to say to a customer, "This case is positively guaranteed to wear 25 years. If it does not wear 25 years, we will replace it with another free of charge," is what sells filled cases.

3. We think that the manufacturer is seldom, if ever, imposed upon in the matter of fulfilling a guarantee. At this writing we call to mind but three instances in which we have returned filled cases to the makers (we have been in business since

WADSWORTH GOLD-FILLED WATCH CASES.

Unequaled in **Quality, Design** and **Workmanship.**

Our raised gold ornamented cases equal in appearance and finish the Best Solid Gold Cases.

Trade Supplied through Jobbers.
Send for Illustrated Catalogue.

THE WADSWORTH WATCH CASE CO.

New York Office: 11 JOHN ST.

Factories and General Offices, NEWPORT, KY.

Chicago Office: Columbus Building.

Warranted for 25 Years.

REPLY

To "THE CIRCULAR'S" Questions.

1. Should the manufacturer give a new case of the same guarantee in exchange for the old case that has not lived up to its guarantee?

2. Should the manufacturer exchange the case that has not lived up to its guarantee with one of lower guarantee? That is, if a 20-year case has become defective at the end of 10 years, should it be replaced with a 10-year case?

3. Should the manufacturer repair the case and put it in condition to outlive the unexpired term, if the case shows the base metal before the life of the guarantee has expired?

4. Should he give a new case and charge for the length of time the case that did not live up to its guarantee has been worn; in other words, rebate for the unexpired term of guarantee?

THE MANUFACTURERS OF

Crown 14k. and Lion 10k.

Trade-Mark. Trade-Mark.

Filled Cases give, in every instance, a **New Case of like grade** in exchange for any case of their make that may prove defective **at any time within the guarantee period.** This is what **Crown and Lion** guarantees mean. This is what the makers do. The exchange is prompt, complete and satisfactory, and there is **no delay, protest or quibble.**

The fact that they do this promptly and ungrudgingly on the customer's discovery of any accidental defect is conclusive proof of the merit and value of

Crown and Lion Cases.

SOLD BY ALL THE

LEADING JOBBERS.

Warranted for 20 Years.

Our Hand-made Cases

are constructed in the old reliable way, which is a pride to the Manufacturer, Dealer and Wearer.

STAMPED. TRADE MARK 18 K.

ALL CASES BEARING THIS MARK, ARE HAND-MADE.

STAMPED. TRADE MARK 14 K.

Manufactured by **DUBOIS WATCH CASE CO.,**

Makers of **SOLID GOLD CASES.**

21 and 23 Maiden Lane, New York.

BATES & BACON

Gold-Filled Watch Cases.

NONE BETTER.

ASK YOUR JOBBER FOR THEM.

Our New Jewel Case.

ROY WATCH CASE COMPANY

ROY

TRADE-MARK REGISTERED.

Pretty, well-made and catchy styles in gold watch cases will be sellers this year. We have succeeded in putting on the market for the Spring trade the best article that we have ever made.

Roy Watch Case Co.,

NEW YORK.

July 1, 1887), and in all of these, the cases were plainly at fault and were replaced without question by the manufacturers.

Admitting, for the sake of argument, that it might be possible to sell filled cases under the 2d, 3d and 4th terms of guarantee suggested in your letter, imagine, if you can, the dissatisfaction the wearer would feel when the jeweler attempted to replace his already unsatisfactory case with a poorer one or to "patch up" his old case. A man having once paid for a good article should be furnished such without further charge. Yours very truly,

C. C. BRADLEY & Co.

MILWAUKEE, Wis., Sept. 28, 1899.

Editor THE JEWELERS' CIRCULAR-WEEKLY:

Replying to your letter of 25th: Many filled cases are now coming in that do not fulfill the guarantee, and some makers promptly replace with new and thereby increase their hold on the trade by inspiring confidence in their fair dealing. Others quibble and lose ground; although when business is as good as it now is they may not appreciate it, but they will in time.

The jewelers are as a class very intelligent and appreciative, and the most liberal policy will pay best in the long run.

Very respectfully,

O. L. ROSENKRANS & THATCHER CO.

JACKSON, Miss., Sept. 28, 1899.

Editor THE JEWELERS' CIRCULAR-WEEKLY:

In answer to your letter:

1. Should the manufacturer give a new case of the same guarantee in exchange for the old case that has not lived up to its guarantee? We say yes, certainly. Dodges No. 2, 3 and 4 and other "shenanigan" are not to be accepted.

The retail buyer buys his watch in good faith from his favorite jeweler in whom he places full confidence, and thus far *sticks to him.* But there's a hitch, a disappointment, "an eye opener" (to him) —he did not get what his favorite jeweler *told him* the case was, and, though he is given a new case of same quality, his confidence is shaken, and, with some dispositions, with some men and *women*, an embryo of suspicion is created which is sure to grow, viz.: that we are not more reliable than other jewelers—in short, need watching. Such is the often unjust but prevailing disposition of humanity.

Why, then, should a jeweler be annoyed that way, yea, exposed to smarting complaints and suspicion, without at least receiving free of expense and unhesitatingly a *new case* of same kind from the manufacturer? Yours very truly,

E. V. SEUTTER.

TOWANDA, Pa., Sept. 30, 1899.

Editor THE JEWELERS' CIRCULAR-WEEKLY:

In answer to yours of the 25th inquiring as to my opinion in regard to the guaranteeing of filled watch cases would say that I believe the manufacturer should repair a case which has proven itself defective and put it in condition to last satisfactorily the remainder of the unexpired term. Respectfully,

W. A. CHAMBERLIN.

PORTLAND, Me., Sept. 26, 1899.

Editor THE JEWELERS' CIRCULAR-WEEKLY:

In answer to question No. 1, would say: Yes, provided case has not lived out half its days. GEO. H. GRIFFEN.

(Series of letters to be continued.)

The Latest Patents.

ISSUE OF FEB. 13, 1900.

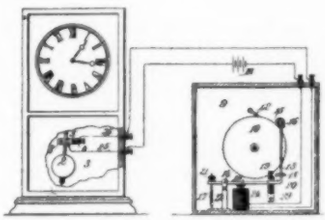
643,330. TIE-HOLDER. James A. Mears, Elizabeth, N. J. Filed Oct. 25, 1898. Serial No. 649,511. (No model.)

A tie-holder comprising a base, a shank secured thereto, a head hinged to the end of said shank having a slot therein extending from a point adjacent to the center of said head to a point adjacent to its periphery, and a straight pin arranged parallel to said shank, having one end secured thereto, the free end of said pin being adapted to lie within the circular outline of the head when the latter is turned to a position parallel with its shank, and to project beyond said head at right angles thereto when the head is parallel with the base.

643,346. STICK-PIN RETAINER. George J. Capewell, Jr., Hartford, Conn. Filed Nov. 15, 1899. Serial No. 737,109. (No model.)

A pin-retainer consisting of a shell having tubular chambers extending at an angle and communicating with each other, one of said chambers opening at both ends, a ball loosely located in one chamber, and a spring arranged to thrust the ball toward the point of convergence of the chambers.

643,506. ELECTRIC CLOCK. Henry Iversen, Corsicana, Tex. Filed Aug. 3, 1899. Serial No. 726,023. (No model.)



The combination of a controlling-clock having a pendulum to swing in a vertical plane, a base or bracket arranged on a part of the frame of said clock and having an adjustable contact-screw, an elastic contact-strip insulated on said base or bracket, normally in contact with said screw and moved therefrom by the direct action of the pendulum, a clock to be controlled, having a ratchet-wheel on the shaft of one of the gears of its train, an elbow-lever having one arm provided with a pawl engaging said ratchet-wheel and the other arm pivoted near its extremity to a part of the controlled-clock casing, an armature attached to the pivoted arm of said lever, and electromagnet in operative connection with said armature, and an electric circuit including the said contacts and the magnet.

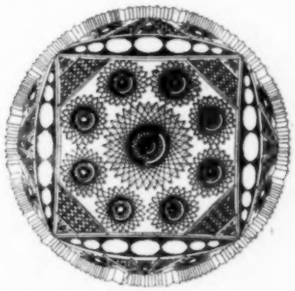
643,579. SEPARABLE COLLAR-BUTTON. William H. H. Wertz, Jr., Toledo, O. Filed Mar. 27, 1899. Serial No. 710,704. (No model.)

In a separable button the combination of a conical spiral spring L, a hollow head I, a plate J which forms the back of the head, a washer K inclosed in the head, a shank C secured to the head, and passing through the conical spring L, and through circular holes in the washer K, and in the back-plate J, and having a locking-pin G near its lower end, a hollow post and back A, a slotted tube B having an inclined end, and also having a locking pocket or receptacle D, extending into said tube, for the reception of the locking-pin G.

Design **32,209.** BACK FOR BRUSHES, Etc. Henrik Hillbom, Wallingford, Conn., as-

signor to the R. Wallace & Sons Mfg. Co., same place. Filed Jan. 15, 1900. Serial No. 1,571. Term of patent 7 years.

Design **32,210.** GLASS RECEPTACLE. William R. Eliot, Meriden, Conn., assignor to



the International Silver Co., same place. Filed Jan. 15, 1900. Serial No. 1,559. Term of patent 7 years.

Design **32,211.** GLASS RECEPTACLE. William R. Eliot, Meriden, Conn., assignor to

the International Silver Co., same place. Filed Jan. 15, 1900. Serial No. 1,560. Term of patent 7 years.

EXPIRED PATENTS.

[Recently expired patents of interest to the jewelry trade. Reported especially for The Jewelers' Circular-Weekly by R. W. Bishop, Patent Attorney, 728 Fifth St., N. E., Washington, D. C., who will furnish complete copies of patents at the rate of 10 cents each.]

[Issued Feb. 13, 1883.]

272,066. FOUNTAIN-PEN. L. S. Lewis, Rockville, Conn., assignor of one-half to J. T. Goodrich, Norwich, Conn.

272,100. ELECTRIC CLOCK. D. F. Sweet, Hastings, Mich.

272,161. STYLOGRAPHIC PEN. F. J. Seybold, New York, N. Y., assignor to C. C. Gignoux, Brooklyn, N. Y.

272,244. BRACELET. J. C. Harrington, Providence, R. I.

272,265. CHARM-COMPASS FRAME. R. A. Kipling, Roselle, N. J.

272,310. STEM-WINDING MECHANISM. D. D. Palmer, Waltham, Mass.

[Design issued Feb. 9, 1886, for 14 years.]

16,513. BADGE. C. S. Crossman, New York, N. Y.

[Designs issued Feb. 14, 1893, for seven years.]

22,212. SPOON. M. O. Roberts, Washington, D. C.

22,224. FINGER-RING. Joseph Bulova, New York, N. Y.

[Design issued Aug. 11, 1896, for 3½ years.]

25,908. BADGE. C. L. Anderson, Willimantic, Conn.

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E. P. REICHHELM & CO.,

23 JOHN STREET, NEW YORK CITY.

FASHION NOTES.

NEW TREATMENT IN WATCH CASE DECORATION.

(Continued.)

The watch case here illustrated might safely be termed a masterpiece. Madeira vine leaves, enameled in imitation of their natural color, form the design embodied. A darker shade of green enamel serves as the background in the spaces between the leaves. Each vein of the leaves is distinctly visible and curves in graceful unison. The chatelaine shown opens a new field for the ambitious designer. It might be termed pear shaped, imitating twigs twined gracefully around the edges of the watch. At the top are two madeira vines interlaced at either side, and near the bottom are two leaves which partly cover the watch. Two large cabochon rubies are set at the top, while one is suspended from the bottom where the twigs meet and form a loop. The antique finish of the gold adds a pleasing effect.

NEW CONSTRUCTION OF CHATELAINE FOR WATCH (FRONT AND BACK VIEWS).

The store of F. A. Ward, Oxnard, Cal., was robbed at 1 o'clock A. M. a few days ago. Mr. Ward fired at the intruder, but missed him. The robber was afterwards captured with the stolen goods.

Vienna Fancy Case Co., with principal office at 493 Central Ave., Jersey City, N. J., have incorporated to manufacture boxes, cases, etc.; capital, $5,000. Incorporators: Joseph Lehman, Thomas McEwan, Jr., Henry P. Keeler.

WORKSHOP NOTES.

Cleaning Jewelers' Chamois. — The chamois skins can be readily cleaned in the following manner: Make a pretty strong soap water, to which add a little carbonate of soda. Soak the hides for 2 or 3 hours; next rub them well and dry in the shade.

Ageing Pewter Articles.— If it is desired to impart to modern articles of tin the appearance of antique objects, proceed as follows: Plunge the said pieces for several moments into a solution of alum to which several drops of hydrochloric or sulphuric acid have been added.

Varnish for Optical Instruments. — Copal, 20 grammes; essence of lavender, 100 grammes; powdered camphor, 2 grammes; spirits of turpentine enough to produce a working consistency. Dissolve the copal and the camphor in the essence of lavender; heat the spirit of turpentine lightly and add gradually.

Bronzing of Dishes, Tea-Pots, Etc., of Copper.— To obtain a solid and inoxidable bronzing, it suffices to plunge the articles into a bath composed of sulphite of antimony, 1 part; sulphide of sodium, 1 part, and water, 12 parts. The bath must be brought to ebullition. The articles are suspended from a cord and must be entirely covered by the bath and not touch anything, that is to say, the inside of the vessel. The vessel must be of porcelain. When the immersed object has acquired the desired shade throughout it is dipped into clean water. Dry in saw dust and rub with a chamois skin to impart brilliancy.

Plastic Alloys.— Bismuth, 5.5 parts; lead, 3; tin, 1.5. Alloy d'Homburg—Bismuth, 3; lead, 3; tin, 3. This alloy is fusible at 122° C., and is of a silvery white. It is employed for reproductions of medals. Alloy Valentine Rose—Bismuth, 4 to 6 parts; lead, 2 parts; tin, 2 to 3 parts. This alloy fuses at 100° to 130° C. Alloy Rose père—Bismuth, 2; lead, 2; tin, 2. This alloy fuses at 93° C. Martial regulus—Antimony, 7; iron, 1. This alloy serves for medals, giving good reliefs.

Various Solders. — Solder for gold—Gold, 4 parts; silver, 1 part; copper, 1 part.

Solder for silver—Silver, 68 parts; copper, 24 parts; zinc, 17 parts.

White solder—Copper, 58 parts; zinc, 17 parts; tin, 15 parts.

Yellow solder—Zinc, 49 parts; copper, 44 parts; tin, 4 parts; lead, 2 parts.

Solder for platinum—Pure gold, 98.5; alloy of platinum and iridium, 1.6.

New solder for gold—Silver, 54 parts; gold, 12.50 parts; copper, 38.50 parts; zinc, 5 parts.

New solder for silver—Silver, 65 parts; copper, 18 parts; orpiment, 17 parts.

Solder for silver plated work—Fine silver, 2 parts; bronze, 1 part.

Old Silver Oxidized. — Dip the articles to be oxidized into one of the following baths: Sulphide of potash (hot); sulphydrate of ammonia (hot), sulphydrate of ammonia, to which add one-tenth of perchloride of iron (hot); concentrated extract of eau de javelle, or a bath composed of equal parts of sulphate of copper and muriate of ammonia in strong vinegar. Do not leave the articles in these baths any longer than the time necessary to obtain the desired shade, in the case of all the sulphureous baths. If you desire to secure a rather white surface, put a wad soaked in a solution of cyanide of potassium lightly over them; the result will be white reliefs and oxidized ground. For lightly silvered pieces, care must be taken not to make the baths too strong; otherwise the silver coating will disappear and the copper laid bare. The objects coming from the bath should be passed through water several times and well dried. The cyanide of potassium being a violent poison should not be touched with the hands if one has any cuts or excoriations.

Charles W. Smith, McGregor, Tex., has admitted a partner in his business, and the firm are now Smith & Thomason.

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OPTICAL DEPARTMENT.

Note.—From this week till further notice this department will be run as usual, viz.: every other week.

Encyclopedia-Dictionary and Reference Handbook of the Ophthalmic Sciences.

Copyrighted 1898, by The Jewelers' Circular Pub. Co.

By R. H. Knowles, M.D.

[*Commenced in issue of July 6, 1898.—Continued from page 57, Feb. 7, 1900.*]

Part XLVI.

Monoblepsia (*mon-o-blep'-si-a*). [Greek, *monos* = one + *blepsis* = eye sight.] A peculiar state of the eyes in which one eye can see better than the two together.

Monocle (*mon'-o-cle*). [Greek, *monos* = one + Latin, *oculus* = the eye.] A large, round glass, with or without a frame, which is employed by placing it within the sockets before the right or left eye only.

Monoculus (*mon-oc'-u-lus*). [Greek, *monos* = one + Latin, *oculus* = the eye.] A roller bandage which is employed for covering one eye.

Monodiplopia (*mon-o-dip-lo'-pi-a*). [Greek, *monos* = one + *diploos* = double + *opsis* = vision.] The seeing of one object doubly with one eye. This state is possible in nuclear cataract.

Monoglenous (*mon-o-gle'-nus*). [Greek, *monos* = one + *glene* = the pupil.] The state of having one pupil.

Monommatous (*mon-om'-ma-tus*). [Greek, *monos* = one + *omma* = the eye.] The condition of having but one eye.

Monophthalmia (*mon-oph-thal'-mi-a*). [Greek, *monos* = one + *ophthalmos* = an eye.] A malformation of the orbits in which there is but one large socket for a single eye. Synonyms: **Cyclopia; Monopsia; Synophthalmia.**

Monophthalmous (*mon-oph-thal'-mus*). [Greek, *monos* = one + *ophthalmos* = an eye.] One eye, or a single bandage for an injured eye.

Monops (*mon'-ops*). [Greek, *monos* = one + *ops* = eye.] A single-eyed monster. Synonyms: **Cyclops; Synophthalmos.**

Monopsia (*mon-ops'-i-a*). [Greek, *monos* = one or alone + *opsis* = eye sight.] The condition of having one large orbit in place of two in which there is a single eye. Synonyms: **Monophthalmia; Synopthalmia.**

Moon (*moon*). [Middle English, *moone* = the moon.] The satellite of the earth. Moon-Blindness or Hemeralopia in some instances is caused by the exposing of the face to the full glare of the moon during sleep, in consequence of which there is a diminution of vision especially during the hours of night. Moon-Blink is a temporary blindness among those who live in the tropics and sleep out of doors. A Moon-Eye is an eye said to be influenced by the reflected light of the moon.

Mouches-volantes (*moosh-vo-lant'*). [French, *mouches* = a fly + *volantes* = floating.] An entoptic phenomenon in which there are floating bodies resembling cobwebs, sticks, discs or debris, the result of broken-down vitreous cells, indicating degenerative changes within the vitreous. Whenever these troublesome elements appear like scintillating stars, they are caused by myolin, chloresterin and tyrosin crystals and are then spoken of as scintillens. These floating bodies are not of any real importance, although they occur frequently and abundantly in myopic eyes.

Mounting (*moun'-ting*). [Middle English, *mounten* = to put on a thing to sustain it.] The arranging of a microscopical object upon a glass slide for the purpose of making an examination. Mounting Medium consists of a very thin resinous fluid, the purpose of which is to seal the object for microscopical examination.

Mucocele (*mu'-co-cele*). [Latin, *mucus* = mucus.] A small tumor in the epithelium which slightly distends the lachrymal sac.

Müller's fibres (*mül'-lers fi-bres*). [Proper name + Latin, *fibra* = a thread.] The thread-like transverse structures which support the retina. The Lid-Muscle of Müller forms the tarsal end of the levator palpebræ muscle. Müller's Muscle consists of the circular fibres of the ciliary body which surrounds the crystalline lens and which is controlled by the motor-oculi nerve in rendering the crystalline lens extra-convex for the near point. The Ring Muscle of Müller is that part of the muscle of accommodation nearest the border and consists of circular fibres, which are increased in size whenever there is an extra effort at accommodation, especially in hypermetropia.

Muscae-volitantes (*mus'-cae-vol-i-tan'-tes*). [Greek, *musca* = fly + Latin, *volens* = floating.] Small, floating bodies, resembling a fly's wing, sticks, etc., etc., due to changes in the vitreous humor. Synonym: **Mouches-volantes.**

Muscle (*mus'-cle*). [Latin, *mus* = a mouse.] A collection of tissues which have contractile power and the ability of relaxation. They are employed for propulsion. The voluntary muscles are striped, while the involuntary muscles are smooth. The Muscle of Accommodation consists of circular and radiate fibres. The circular fibres are under the control of the motor-oculi nerve while the radiate fibres are under the control of the sympathetic nervous system. The Extrinsic Muscles of the eye are the muscles which control the movements of the eyeball, the four recti and two oblique, the orbicularis palpebrarum and the levator palpebræ muscles.

Mycophthalmia (*my-coph-thal'-mi-a*). [Greek, *mukes* = a spongy growth.] An inflammation of the conjunctiva caused by a spongy growth.

Mydriasis (*mid-ri'-as-is*). [Greek, *mudriasis* = a dilatation.] A suspension of the muscle of accommodation so that the pupil becomes enlarged. This condition may be brought about by several means. Atropin, four grains to the ounce of water, instilled into the eyelids will produce mydriasis. A paralysis of the motor-oculi nerve produces Paralytic Mydriasis. A fatigue of the sympathetic nervous system having control of the radiate fibres of the ciliary body and processes will cause Spasmodic Mydriasis. Any irritation or excitation of the spinal cord involving the cilia-centers will result in spinal Mydriasis.

Mydriatic (*myd-ri-at'-ic*). [Greek, *mudriasis* = a mydriasis.] That which will produce a dilatation of the pupil or paralyze the muscle of accommodation; usually atropin is the agent which is called upon to effect this.

Myiocephalon (*my-i-o-ceph'-al-on*). [Greek, *muia* = fly + *kephale* = a head.] A small protrusion of the iris through a perforation of the cornea.

Myiodeopsia (*my-i-o-de-op'-si-a*). [Greek, *muiodes* = similar to a fly + *opsis* = eye sight.] The appearance of a fly's wings to the patient who is troubled with muscae-volitantes. Synonym: **Myodopsia.**

Myodesopsia (*my-o-des-ops'-i-a*). [Greek, *muiodes* = resembling a fly + *opsis* = eye sight.] The subjective symptoms of a patient who suffers from muscae-volitantes. Synonyms: **Myiodeopsia; Myodopsia.**

Myodopsia (*my-o-dop'-si-a*). [Greek, *muiodes* = like a fly + *opsis* = eye sight.] The appearance of a fly's wing in muscae-volitantes. Synonyms: **Myiodeopsia; Myodesopsia.**

Myope (*my-ope*). [Greek, *muo* = I close + *ops* = the eye.] One who suffers from myopia. A near-sighted person.

(To be continued.)

NEW BOOKS OF INTEREST.

Refraction and How to Refract. Including sections on Optics, Retinoscopy, the Fitting of Spectacles and Eye-glasses, Etc. By James Thorington, A.M., MD. 300 pp. 200 illustrations, 13 of which are colored. $1.50 net. P. Blakiston's Son & Co., Philadelphia, Pa., publishers; for sale by The Jewelers' Circular Pub. Co., 11 John St., New York.

This is a new book upon refraction of the eye by a well known writer upon optical topics. The work treats upon subjects new and old, covering the whole ground, including the use of the skiascope, ophthalmoscope, ophthalmometer and phorometer, while the chromo-aberration test is treated with color illustrations and explained in the author's lucid and succinct style. Many of the 200 illustrations are original with this author. The price of the book, $1.50, is very low, the work giving the most value for the money of perhaps any work of the kind extant.

QUERIES BY OUR READERS.

Note.—Questions under this department will be answered as promptly as possible. Some queries require careful investigation before a satisfactory answer can be given; hence such answers are often seemingly delayed. THE CIRCULAR-WEEKLY desires every jeweler to take advantage of this department.

NEW YORK, Feb. 8, 1900.

Editor of THE JEWELERS' CIRCULAR-WEEKLY:

What are the tariff duties on jewelry of the three countries, England, France and Germany?

Yours respectfully,

MANUFACTURERS.

ANSWER:—England exacts no duty on any manufactures in the jewelry and kindred lines. The tariff schedules of France and Germany on jewelry and manufactures of gold or silver or imitations thereof are as follows:

FRANCE'S TARIFF ON JEWELRY.

	Unit.	General Tariff.		Minimum Tariff.	
		Francs.	U. S. Equivalent	Francs.	U. S. Equivalent.
Goldsmiths' wares of gold, silver, platinum, jewelry..	100 kilograms, net	1,000	$193.00	500	$96.50
Jewelry plated with gold or silver, on silver, copper, German silver or pinchbeck.....	100 kilos, net	600	115.80	500	96.50
Plated and silvered ware articles of nickel, pure or nickel plated	do	150	28.95	100	19.30
Imitation jewelry: Clasps, brooches, bracelets, finger rings, buckles, buttons, chains, thimbles, slides, rings, purses, coats of mail, etc., of common metals, with or without ornaments of imitation or real coral, of vitrifications, mother-of-pearl, bone, ivory, tortoise shell, or real or imitation pearls, etc.....	.....	.....	.....	.....	.....
Of aluminium, German silver, nickel, copper, fine steel, gilt, silver oxidized with ornaments.....	do	250	48.25	200	38.60
Of copper, German silver, nickel, treated with aqua fortis, varnished, enameled, polished nickeled, with ornaments, mourning jewelry of iron garnished with glass, lead or with hardened wood.....	do	150	28.95	100	19.30
Of zinc, lead, ordinary steel and iron without fittings or ornaments.	do	50	9.65	25	4.825

GERMANY'S TARIFF ON JEWELRY.

Articles.	Duty.	
	Marks per 100 Kilos.	United States Equivalent.
a Wares, composed wholly or in part of precious metals, fine pearls, coral or precious stones; gold and silver leaf.....	600	$142 80
Gold, rolled of a thickness of at least 1 millimeter (conventional duty).....	100	23 80
Gold wire of at least 2 millimeters in diameter (conventional duty).....	100	23 80
Coral and pearls, threaded on string or thread to facilitate packing and forwarding (conventional duty).....	60	14 28
b 1. Wares composed wholly or in part of amber, celluloid, ivory, black or colored jet, lava, meerschaum, mother-of-pearl, and tortoise shell.....	200	47 60
2. Wares of base metals, more or less gilt or silvered or plated with gold or silver: fine, fancy and small wares (ornamental and toilet articles for men and women, bric-à-brac, etc.), composed wholly or in part of aluminium; the same articles or other base metals, but of fine manufacture or more or less nickeled, or varnished, or combined with semi-precious or imitation fine stones, alabaster, enamel, with carving, vitrifications, cameos, ornamentations of cast metal, and the like.....	175	41 65
Note to *b* 1: Pieces of ivory and mother-of-pearl, half prepared for the articles mentioned in No. 20 *b* 1.....	30	7 14
Note to *b* 1 and 2: Ornamental articles for both sexes, of non-precious metals, gilt or silvered, combined in large measure with glass, including imitation precious stones, imitation cameos, as well as articles for the same purpose, including toilet articles and bric-à-brac of base metals, more or less gilt or silvered, combined in a certain portion with glass, including imitations of precious stones and cameos (conventional duty).....	100	23 80

Meerschaum.— To distinguish imitation meerschaum from the genuine article, rub it with silver. If the meerschaum takes on lines like those produced with a lead pencil, it is not true meerschaum, but a counterfeit. If the silver leaves no traces, the mass is genuine.

A description of the property in a chattel mortgage which will enable a third person, aided by inquiries which the mortgage indicates, to identify the property is sufficient.

RELICS IN NATIONAL MUSEUM

BY A. F. TENNILLE.

(Continued from page 62, Feb. 14, 1900.)

GRANT COLLECTION (CONTINUED.)

ONE of the most valuable of all the priceless treasures in the museum is a part of the Grant collection, a Mexican onyx side-board, presented to General Grant by the citizens of Pueblo, Mexico. It stands about seven feet in height and is about the same in width. The entire framework is of wood with plaster covering heavily covered with French gilt, so rich that it would deceive the observer into a belief that it was gold. Along the edge of the lower shelf, which is supported on two legs commencing in griffin's heads and ending in a lion's paw, is an inlaid, key pattern border in dark red enamel. The lower part of the back is divided into three panels of maroon velvet covered with embossing in the same color. The space between the upper and middle shelf is filled in with a French plate mirror, the entire length of the side-board. All of this beauty fades into insignificance when the attention is turned to Nature's conception of art work as contained in the onyx slabs. There is a translucent white, changing to sea green, this blending with a shell pink, or in another part a billowy sea green, foam crested wave, just transfixed as it breaks upon the shore, and just beyond that a sober vein of chocolate brown, blending into terra cotta, with a bias vein of yellow. But it is in the upper slab that Nature displays herself as a mistress of art, for, on a clear white background is a perfect map of the Gulf of Mexico, occupying one-half the slab with its dainty pink outlines, while on the other half are the snowy capped sea waves, already mentioned as occurring in the slab below.

Among the oddities of this collection none is more beautiful than the Scotch mull or snuff-box made of a ram's horn, as highly polished and as finely grained as marble, shading from gray to darkest brown; it has a silver mounted top with raised design of Scotch thistles and leaves, and in the lid is an amber centerpiece.

Two examples of jade are presented by Prince Kung, Regent of China; one a small jade cup, almost as thin and exactly the shape of half a goose egg; another an ornamental bell standard consisting of a wooden base and a copper cylindrical body and a jade and ivory pendant; also a bottle of jade about four inches high.

Then one must not overlook the gold card of invitation to the Grande Bal Masque held in San Francisco, Sept. 25, 1879, and its silver envelope, on one corner of which appears the old two-cent stamp current at that time. The card shows the engraving in all its pristine beauty, but the envelope is badly tarnished; so also are the menu and card, both in silver, used at a farewell banquet given to General Grant by the citizens of San Francisco, on Oct. 25, of the same year. A silver menu card used by General Grant at a dinner tendered to him in Paris, in 1877, while not so elaborate in design, is in a much better state of preservation.

No finer example of engraving is in the museum than that on the barrel of a gold pen with a pearl holder, presented to General Grant by Hon. Hamilton Fish, in 1869, including, as it does, various emblems of war and peace, almost too fine for the unaided eye to decipher.

An example of rigid neatness is a penknife with a plain gold handle, presented by the miners of Warren's diggings, Idaho, containing in fine script the words: "To General Grant." "Well done, thou good and faithful servant." In juxtaposition to this and as a most adequate instance of *multum in parvo*, is the knife presented by Joseph Rodgers & Sons, Sheffield, England, Sept. 27, 1887. This knife is about seven inches long with a heavy pearl handle, gold hilt and name plate, and contains two blades, screw driver, reamer, needle, fork, saw, gimlet, button hook, cork screw, etc.

Two cigar cases are in this collection, one of plain gold with engraved edges and centerpiece; the other a gold case thickly covered with an ancient design in dark blue, green and red enamel. Another evidence of the smoker's fancy is an ivory match safe in the form of a book, the golden edged leaves forming the box.

(To be continued.)

MERCANTILE FOUNTAIN PENS. NONE BETTER!

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We do not carry these goods in stock.
We do not show these goods on the road.

OUR PRICES ARE THE LOWEST.

IT PAYS TO IMPORT. ART DEPARTMENT.

Geo. Borgfeldt & Co.,

West Fourth, Third and Wooster Sts.,

NEW YORK.

Rookwood Paris Exposition Exhibit.

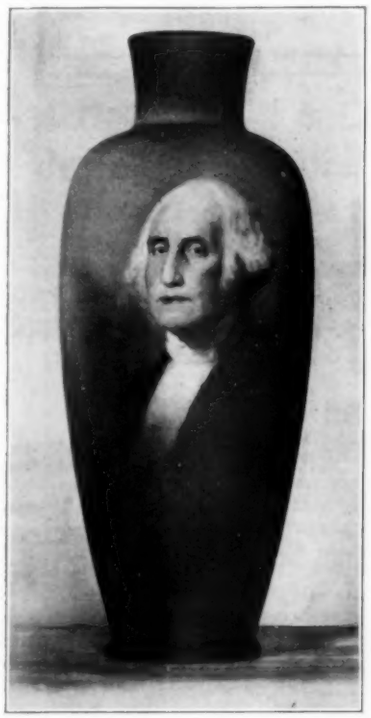
THE exhibit for the Paris Exposition prepared by the Rookwood Pottery comprises 1,000 pieces, and is valued at more than $25,000. In color, form and decoration it runs the whole range of Rookwood possibilities. Some of the most beautiful effects achieved—the iris, for example—are the result of sudden and late inspiration on the part of the artists, and represent the full tide of poetic enthusiasm and artistic conception. One thing led to another in experimentation, until in the delicate, ravishing, sensuous tones of green and black and pink and white, and the gorgeous blending of the brown and yellow, so distinctive of Rookwood, it would seem that the very apotheosis of beauty has been reached.

The majority of the examples of Rookwood to be sent to the Paris Exposition were especially designed for this purpose, but they are also, each and every one of them, the result of the inspiration of some potter or artist who had yearned and dreamed about making something beautiful. Reality and fancy play their part in the decorations, and the tawny glints of the tiger eye and the elusive face or figure that appears and disappears through the surface glaze, are only more fascinating, if less definitely beautiful, than the stately iris and the sleepy poppy and the majestic, picturesque head of the American Indian, the most typical of all subjects for American art. In the exquisite tones of the newly developed iris one gets the sensation of distant bells at sunset, or of the memories that music brings of tender hours gone by. The tawny yellows and browns and the fierce bits of red and black represent the heroic.

The forms run the scale of gracefulness in nature as applied to art, and in their expressiveness suggest the thought of Omar's speaking vessels. You think the "vessels once did live and drink."

> Shapes of all sorts and sizes, great and small,
> That stood along the floor and by the wall,
> And some loquacious vessels were; and some
> Listened, perhaps, but never talked at all.

No two of the 1,000 pieces of the exhibit are alike in shape or decoration. The largest piece in the collection stands 31 inches high, and is a gorgeous piece of decoration, done in the design and coloring of the castor plant. The second largest piece is in the iris shades, with decoration of the flag lily. A piece done by Valentine, from a design of orchids by Moon, is a gem. A beautiful vase, decorated with flying storks and clouds, in the plain mahogany colors, is one of the most beautiful of the collection. The classes represented are the gold-stone, tiger-eye and iris.



SPECIMENS OF ROOKWOOD POTTERY PREPARED FOR EXHIBITION AT THE PARIS EXPOSITION OF 1900.

THE RAMBLER'S NOTES.

WHAT THE RAMBLER SAW AND HEARD AMONG THE DEALERS IN ART POTTERY, CUT GLASS, BRONZES, ETC.

AN INTERESTING ART GALLERY.

THE jeweler interested in paintings, either from the artistic or commercial standpoint, will find pleasure in a visit to the art galleries which Jas. Rice, Jr., recently established in the Anderson building, 12-16 John St., New York. Gathered together in an office especially fitted to display his paintings to the best advantage Mr. Rice has on view a fine assemblage of the works of American artists of to-day. Among the canvases are a number by W. Verplank Birney, Wm. M. Chase, Geo. H. Bogart, Thos. B. Craig, F. De Haven, J. F. Cropsey and a host of others, including a great many marine scenes by Jas. G. Tyler and an equal variety of still lifes by Albert Insley. Mr. Rice's gallery is one of the best appointed in the lower part of New York, and has been fitted up with every convenience and special arrangements in lighting, that afford the visitor the opportunity of viewing these paintings under the most favorable conditions. In addition to his many works in oil Mr. Rice is showing an excellent collection of water colors and a few desirable etchings.

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NEW CUT GLASS SHOWROOM IN NEW YORK.

G. W. DRAKE, who a short time ago started as a manufacturer of rich cut glass at Corning, N. Y., recently opened a showroom at 31 Barclay St., New York, where a full line of his productions is now on view. Fine flower vases for Easter trade are among the principal pieces which he is now showing, and these contain some new and graceful shapes as well as original cuttings. Among the latest shapes is a low, "squat" vase which is already coming into popularity. Mr. Drake's New York showroom is in charge of E. J. Scherer.

TRADE-MARK.

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FULL IMPORT LINE OF A. K. LIMOGES WARE.

THE full import line of A. K. Limoges china made by C. L. Dwenger is now on view at his salesroom, 35 Park Place, New York. The number of decorations shown now is greater than ever before and range from the simple flower designs to pronounced effects in deep colorings covering the entire pieces so ornamented. It is in small novelties and sets such as are handled by jewelers that the assortment in this china has always been particularly large and this season's display is in no way behind former lines. All the articles made for the desk, cabinet and boudoir, especially pieces for the toilet and trinket table, are to be had in many sizes, shapes, styles and decorations, and among them are many novelties and quaint conceptions for card prizes, presents, etc., that will surely prove to be popular innovations.

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THE "PERFECTION" WATER BOTTLE.

A DECIDED novelty in glassware is the "Perfection" water bottle, made in three pieces which screw together. The neck and bowl of the body are of glass, plain cut or ornamented, while the connecting metal mounting is in either silver or silver plate. This is the only water bottle of conventional shape into which

THE THREE SECTIONS OF THE "PERFECTION" WATER BOTTLE.

ice can be placed, and in cases where the ice is required to be kept out of contact with the water a separate ice chamber is provided which locks automatically inside the bowl. These bottles come in a large variety of grades, from pressed glass to the finest cut crystal, and are of many prices. The manufacturers, The Perfection Water Bottle Co., Little Falls, N. Y., recently established a New York office at 32 Park Place. THE RAMBLER.

The 40th anniversary of the well known silver ware manufacturer, Martin Mayer, of Mainz, Germany, was celebrated on Jan. 20, on which occasion the senior partner of the concern, Martin Mayer, was appointed "*commercienrath*" by H. R. H., the Grand Duke of Hessia. Martin Mayer is considered one of the most important manufacturers in the jewelry and silver ware trade of Europe.

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